FEATURING INSURANCE

THE FINANCIAL POST

The Canadian Newspaper for Investors

VOL. XIII. SINGLE COPIES, 10 CENTS — PUBLICATION OFFICE: TORONTO, APRIL 12, 1919 — ANNUAL SUBSCRIPTION $3.00. No. 15

ELECTROCHEMICAL SOCIETY OPPOSES GOVT.-OWNERSHIP

Annual Meeting at New York Expresses Strong Conviction

THE ONTARIO HYDRO

Experience Under Beck's Commission Are Largely Responsible for Experts' Attitude

The American Electrochemical Society at its thirty-fifth general meeting at New York last week went on record as being definitely opposed to on Government Ownership of Water of the committee on Public Relations Government Ownership of Water Powers and the Electrochemical Industry. This report was made after a thorough investigation into the whole situation concerning Government development of hydro power and particularly the activities of the Ontario Hydro-Electric Commission. The committee stands for individual rights and find that there is no evidence that Governmental ownership of hydro-electric systems will be any freer from defects than other kinds of Governmental industrial enterprise, but quite the contrary. The report which was signed by the nine members of the committee, with only one dissenting vote, says:

Even a superficial examination of numerous governmental activities shows that those which can only be undertaken by the Government leave much to be desired in their results and that when these are of an industrial nature they are invariably inefficient, ineconomical and subject to numerous glaring defects which are obviously inherent in governmental work of this kind in a democracy, when the present state of human character is considered. Under an autocratic Government certain causes of the defects of such governmental activities do not exist; but as recent experience has shown, even when the existence of a democratic nation is threatened by external aggression and a temporary reversion to auto cratic government becomes necessary, governmental industrial enterprise is far inferior to private undertakings of this nature.

It is the belief of all American citizens that Governments are instituted among men to secure certain unalienable rights among which not the least is individual liberty and that the reason why their country has prospered so wonderfully is because those intrusted with its administration have not only confined themselves within their constitutional spheres; but have refrained from encroaching on and consequently diminishing the fields of activity of its citizens. Most of our citizens who have given the matter careful thought also believe that governmental encroachment in such fields will greatly overbalance, in permanent evil, any partial or transient benefit which it may yield.

Accompanying the report was a paper on the subject of Government ownership of water powers by F. A. J. Fitzgerald, president of the Fitzgerald Laboratories, Inc., Niagara Falls, N. Y. This was an argument against the public ownership idea based upon the record of the Ontario Hydro Commission, the railway experiences of the French Government, the failure of the British telegraph system, the telephone fiasco in Manitoba, etc. The conclusions reached are summed up as follows:

Arguments in favor of Government ownership of hydro-electric systems are based usually on theoretical grounds, because, with an exception to be noted later, we have no good example of this specific kind of Government ownership from which to draw conclusions. It is pointed out that the chief item in the cost of water power developments is the interest on the investment and that Governments can accordingly construct and operate such systems much more cheaply than can private companies. For the Government can borrow money at a much lower rate than private individuals can, moreover, since it is not in the business for the sake of profit it will establish suitable sinking funds to pay off all the investment and eventually everyone—the householder, the factory needing mechanical power, the railways, electrochemical industries, will get electric energy at an actual cost which is far below anything which we can now conceive. Furthermore, it is argued that, on account of Governments being in a position to develop waterpowers much more cheaply than private individuals can, many of these which must inevitably go to waste if left to private initiative would be utilized to the great benefit of the people.

The promise of much larger earnings for the Canadian Consolidated Felt Co. than last year, when there was a surplus of $43,000—without, however, covering any dividend payments,—has stirred up a new interest in the stock and the common has risen gradually to 14. The annual meeting which was to have been held this week has been postponed to April 22.

BRITISH CAPITAL ISSUES

Restrictions as to Investment Outside United Kingdom

By Resident Representative

LONDON—The Lords Commissioners of the Treasury have issued a general license for issues of capital by companies resident and carrying on business in the United Kingdom, for capital purposes within the United Kingdom, provided that in every prospectus offering to the public for subscription or purchase any issue made under such general license a statement is included that "no part of the proceeds of the issue is to be applied for capital purposes outside the United Kingdom or to replace money which has been so applied."

TO CONDUCT EXPORT TRADE FROM CANADA

Effect of Canada's Preferential Relations With British Empire

The announcement from Detroit that the Maxwell Motor Car Company is planning to conduct its entire export business from Windsor, and that $6,000,000 will be spent in the next eighteen months on extensions and new construction work at the plant at Walkerville, is only one of a number of contemplated industrial developments which reflect the importance of Canada's favorable trade relations with Great Britain. And in this connection the recent arrangements effected through the activities of Lloyd Harris and the Dominion Trade Mission are significant.

It has been argued in theory that the effect of favorable trade relations between Canada and other parts of the Empire would encourage the location of American branch plants in this country for export business and now theory is being proven in fact. Inquiries for hydro power from a number of other sources provide further indications of the new trend of industrial development and justification for Canada's tariff policy.

CRERAR PLANNING TO STEP DOWN

Mr. Burrell Also Likely to Seize Early Opportunity For a Change

By Resident Representative

OTTAWA—Possible Cabinet reconstruction is being discussed informally among the members. It is probable that Mr. Crerar will seize an early opportunity to leave the Government. He still retains his position as head of the Grain Growers Grain Co., which is understood to be worth about ten thousand dollars a year to him. The farmers who constitute the shareholders in that company are said to be chafing a little at his absence, and it is well known that he himself is anxious to get back to it. He has frequently stated of late that it is his intention to go back to his work very soon, and Sir Robert Borden will not be back very long before Mr. Crerar leaves the Government, although he will retain his seat in the House. Mr. Burrell, also, will seize the first opportunity to seek translation to the Senate or elsewhere.

There are several pressing contestants for the first Western seat in the Cabinet that opens up. Mr. Stevens, of Vancouver, drops into a vacant seat on the front benches to converse with a Minister now and then; and always seems reluctant to go back. Mr. Green, of Kootenay, is his strongest Western rival, and so keen is the rivalry between the two that the Government will probably have to resort to the old expedient and choose a dark horse. The Government might probably solve the difficulty by offering it to Mr. Tolmie, of Victoria, B.C., who is a well known stock breeder, and well thought of. —T. M. F.

BIG TIMBER ORDER

Canadian Trade Commission Gets British Business

By Resident Representative

LONDON—Through the medium of the Canadian Trade Commission in London, the British Government haye entered into a large contract for the purchase of railway sleepers, crossing timber, and merchantable timber from British Columbia. Over three million railway sleepers are said to be required for British railway at an early date.

DISCRIMINATE USE OF PRUNING-KNIFE IN TARIFF

Little Probability That 7½% Will Come Off Holus-bolus

REVENUE IN VIEW

Tendency Will Therefore be to Leave Full Levy on Luxuries and to Make Reductions on Necessities

By Resident Representative

OTTAWA.—There has been another Government caucus, principally taken part in by the Western members who are still clamoring for tariff reduction, and do not mean to be put off. On Tuesday the Western ministers, Mesrs. Calder, Crerar, Burrell and Meighen sat in with the low tariff men and heard what they had to say, without saying very much themselves.

Harmony prevailed. It takes two to make dissension, and the ministers listened attentively to the representations made, although they said they could not commit the rest of the cabinet to the sympathy which they themselves entertained towards the sentiments expressed.

The proposals made regarding the tariff were along the line of those made at previous caucuses. The removal of the duty on cement and oils was asked for. A big cut was proposed in harness and leather goods. Small tractors are now on the free list, and it was asked that tractors of greater horse-power, up to 15-30, be also made free, a good deal of sentiment being expressed for the removal of duty from all tractors except the largest ones, of which there are few used. Substantial reductions were requested in cotton and woollen goods.

The tariff reformers are hot on the trail of the luxuries. They made a distinction, for example, in boots. Footwear worn by ordinary plain people should be reduced, and those fancy, high boots which the ultra fashionable now affect should be taxed heavily.

With regard to the 7½ per cent. war tax, not much is heard of Mr. Maharg's demand that this should come off holus-bolus. The spirit of the caucus was that it should be removed or reduced on articles of necessity in common use, and left on the luxuries. As this would provide revenue, which is the great desideratum, and as no one has very much sympathy in this stage of the world's history for those who spend their money on luxuries, it is not unlikely that the Government will give a good deal of weight to such proposals.—T.M.F.

THE POLITICAL FUTURE OF SIR THOMAS WHITE

Rumor is Busy With His Name at the Capital

GAINS POPULARITY

His Sun Shines While Premier is Absent, and He Has Been Making Hay—Is He Flirting With Westerners?

By Resident Representative

OTTAWA.—One of the striking features of the session is the advance which Sir Thomas White has made in popular favor in the House. Everyone agrees that he has made good as leader of the Government. He has kept his somewhat difficult following well in hand so far, and if he can get the budget through without raising too much trouble, Sir Robert Borden may return to find that the understudy in the part has overshadowed the principal actor. Sir Thomas has developed a vein of geniality which seemed to be foreign to his nature altogether. During his first years in the House he took everything with intense seriousness, and was inclined to wear himself out with worrying. Now he is realizing the necessity of taking things easier. He is becoming a mixer. He is a constant student of the newspapers, something which Sir Robert Borden was not. In fact, the Premier made rather a boast of the fact that he never paid any attention to the press.

If the making of the budget were entirely in the hands of Sir Thomas White, it is not unlikely that there would be some surprises, and it would be found that his sympathies have grown broad enough to extend to some who least expect it. To a recent delegation seeking certain help through the medium of the tariff, the acting Premier turned to one of his advisors from the Department of Finance and asked: "What would the people as a whole think of this? How would it affect them?" It was not always so.

Not only he, but all the House, with the exception of a small group of extreme protectionists, seem to have realized that there must be a departure from the old Tory doctrine of high protection. Haman's gallows must come down. If it were not for the difficulty of providing a revenue at a time when the Government is at its wits end to determine where the hundred millions shortage which worries Mr. Carvell so much is to come from, the tariff would get a biff this session which would astonish the old timers.

This breadth of view on the tariff and other questions may provide some explanation for the rumor to the effect that Sir Thomas is flirting with the Free Traders, with the intention of leading a rejuvenated Liberal party on a low tariff basis. It must be admitted that there is no evidence of it on the surface. The light in the Mackenzie cabin across the way still burns fitfully at all hours, so that if, at any time, one of the wandering boys, sickened of the Unionist husks, should wander back to the old home, he may know that those he left there are ready to welcome him back with tears of forgiveness; but none of the prodigals have as yet made a move.—T.M.F.

HYDRO COMMISSION TO DEMAND PENALTIES IN CONNECTION WITH MUNITIONS POWER CONTRACTS

Beck's Claims on Imperial Munitions Reported to Total $700,000—Hydro Fell Down on Deliveries to the British Forgings Company

THE report that Sir Adam Beck and the Ontario Hydro Commission is making a big claim against the Imperial Munitions Board in connection with power contracts at the British Forgings at Toronto and the Explosive Plant at Trenton—$450,000 in the first instance and $250,000 in the second being mentioned—will not be a matter for surprise to readers of THE FINANCIAL POST who know something of his methods. It will be remembered that he has already made claims for something like $3,000,000 against the Dominion Government for refunds of duty paid on plant and for compensation on the Ontario Power wooden pipe line—which delivered no power for war activities—and has threatened that he will advance rates if such demands are not met, thus endeavoring to bring political influence to bear to strengthen his hand.

If Sir Adam Beck endeavors to enforce any such demands on the Munitions Board interesting developments may be looked for. It is generally known, for example, that the Hydro did not fulfill its part of the contract at the British Forgings and that only a portion of the 21,000 horsepower contracted was ever delivered and that irregularly. Beck should have known—and probably did know—that he could never supply the power when he influenced the Munitions Board to establish the Forgings plant at Toronto instead of in the Province of Quebec where the fulfilment of the contract was guaranteed.

In demanding the fulfilment of the letter of its agreement the Hydro will be taking a course which contrasts with that of the private power companies which stopped serving power when notified and have demanded no penalties. THE FINANCIAL POST understands that this is the attitude of both Toronto and Montreal interests, although the former have some claims to be adjusted in connection with the cost of power developed from coal at the order of the Power Controller.

NEARLY $1,000,000 FOR CANADIAN SHOES

Montreal Firm Secures Big Order From France and Looks For Steady Business

By Resident Representative

MONTREAL.—An order for about $400,000 from France for men's shoes has been received by the Tetrault Shoe Manufacturing Co. of Montreal, THE FINANCIAL POST learns, and other orders in hand or in sight are likely to bring the total for this year close to $1,000,000. As a result of the necessity for increasing production the company has taken over the James Muir Co. and now ranks among the largest producers of shoes in Canada.

MONTREAL CEMENT CO.

Big Plant to be Erected at Pointe-Aux-Trembles

By Resident Representative

MONTREAL.—The Montreal Portland Cement Company formed of British and Belgian capital have purchased site of 54 acres at Pointe-Aux-Trembles for $40,000, and work will soon begin on new cement plant to cost $250,000 and eventually turn out 4,500 barrels a day. Company has received exemption from taxation and free water for 20 acres from municipalities at Trenton. President Robert Dodd told FINANCIAL POST no stock will be issued in Canada. Company will be producing 500 barrels daily by September.

PUTTING IT UP TO LOAN COMPANIES

Eleventh-hour Amendment to Act Shifts Responsibility From Government

An eleventh-hour change has been made in the amendments to the Loan Corporations Act providing that "Upon requisition by the Dominion Mortgage and Investments Association or the Land Mortgage Companies' Association of Ontario, the Attorney-General shall appoint an examiner as provided in sub-section 1."

This additional clause has been added without consultation with the organizations referred to or the companies which form them. On the one hand it would appear that is is merely provision by which they can take action in regard to any company about which they may secure information indicating a weak position. On the other there appears to be every reason to believe that this is just another move of the Government to shift responsibility in connection with the whole matter. It is not difficult to foresee that should there be another "Dominion Trust affair" in the future, the first act of the Attorney-General would be to turn up the bill and point out that the companies themselves had the right to take action.

The loan companies would no doubt welcome the close co-operation between their organizations and the Government indicated by this clause if that co-operation were a fact. But they have not been invited to discuss the matter and their suggestions throughout with regard to the amendment of the act have received scant consideration. They are put in a position where they can be held responsible in public opinion for the conduct of individual companies and at the same time their suggestions as to the nature of the information which the same companies must make public have been ignored.

Sweeping victory for sale of wine and beer drove National Breweries stock up nearly 13 points Friday morning to 60 compared with 47 Thursday, 40 Wednesday and 15 a short time ago. Preferred jumped from 82½ to 90½. A few months ago it was 50.

ADVANCES FOR THE INDUSTRIALS - RECENT FEATURE

Defining of Values in Narrow Market Regarded as Significant

THE BOND SITUATION

A Good Demand For High-class Issues on 5½% Basis, But Market is Sticky at Higher Prices

Indications of the week are that a new phase of the post-war investment situation is developing. This is reflected in the general advances which have occurred in the market for industrial stocks both preferred and common. There have been a number of substantial advances recorded in stocks for which the market has long been dull and narrow. These as yet do not indicate a general movement so much as a clearing up of the situation which has been so long uncertain, and professional opinion is that it is the defining of values as the foundation for a period of active trading. The following summary indicates some of the most significant of the recent changes:

	Last Apr. 3	Sales Apr. 10	Ch'ge
Ames, Holden, com.	28¼	32½	+ 4¼
Do., pref.	74	77	+ 3
Can. Converters	51½	55	+ 3½
Can. Cottons, com.	75	78	+ 3
General Elec.	105	107¼	+ 2¼
Smelters	27	28½	+ 1½
Dom. Textile, com.	109¾	112	+ 2¼
Int. Petroleum	*22.75	31.00	+8.25
Lake of W'ds, com.	160	162½	+ 2½
Lyall Cons.	64	68	+ 4
Maple Lf. Mill., cm.	135½	138½	+ 3
Montreal Cot., com.	65	72¼	+ 7¼
Ogilvie Mill., com.	200	206	+ 6
Rogers, com.	25⅛	30	+ 4⅞
Do., pref.	*65	75	+10
Shred. Wheat, com.	*124	133	+ 9
St. Law. Flr., com.	*90½	93½	+ 3
Tooke Bros., com.	*25	28	+ 3
Wabasso Cotton	69½	72	+ 2½
Nat. Brew., pref.	68	83½	+15½
Do., com.	30	47	+17

*Last previous sale.

There are two factors which are seemingly at work in this develop-

Continued on page 16

THE POST
THIS WEEK CONTAINS

Page
Millers Seek Assistance of Government 2
Globe Attitude on Abitibi Paper is Bolshevism 2
Steel Industry Unsettled by Price Fixing 3
People Must Discharge the Debt of the Nation 3
Railroads for Tariff Commission 4
Ames, Holden Dividend in Light 5
Dividend Near for Atlantic Sugar 5
Dominion Iron Making Claim to $21,000,000 6
Montreal Power Refuses to Bow to Union Demand 6
Goodwins Show $34,000 Gain in Gross Profits 7
Business Ideas in Financing Stock Raising 9
Reserve Bankers Favor Canadian Bank System 9
Can Sir Adam Beck Run Toronto? (Editorial) 10
Purchasers of Manitoba Bonds are Disclosed 12
Moose Jaw Had Surplus from 1916 Operations 13
March Building Permits Show Good Gain Over 1918 14
House Demand in Toronto is Very Brisk 14
INSURANCE SECTION
Enormous Expansion in Fire Insurance 17
Marked Growth of Automobile Insurance 17
Burglary Insurance Co.s. Meet Heavier Losses 17
Life Companies Swamped With New Business 18
Actuaries Favor 'With Profit' Life Policies 19
Advantages of Commercial Life Insurance Recognized 20
Business Grows in Employers' Liability Field 20
Important Part Played by Current Surplus Earnings 21
Influenza Did Not Boom Health Insurance so Much 22
Fire Co. Stocks May be Very Lucrative 22
More Demand for Mortgage Loans is Taking Place 23
Types of Policy that Have the Call 24

BANK OF MONTREAL

Established Over 100 Years

Capital Paid up, $16,000,000. Rest. $16,000,000.

Undivided Profits, $1,901,618.

Total Assets - - - - - $558,413,546.

BOARD OF DIRECTORS:
Sir Vincent Meredith, Bart., President.
Sir Charles Gordon, G.B.E., Vice-President.
R. B. Angus, Esq. Lord Shaughnessy, K.C.V.O. C. R. Hosmer, Esq.
H. R. Drummond, Esq. D. Forbes Angus, Esq. Wm. McMaster, Esq.
Lt.-Col. Molson, M.C. Harold Kennedy, Esq.
H. W. Beauclerk, Esq. G. B. Fraser, Esq.
Colonel Henry Cockshutt. J. H. Ashdown, Esq.

Head Office: MONTREAL.
General Manager—Sir Frederick Williams-Taylor.

Branches and Agencies
Throughout Canada and Newfoundland.
At London, England, and at Mexico City.
In the United States—New York, Chicago, Spokane.
San Francisco—British American Bank.
(owned and controlled by Bank of Montreal).

THE MERCHANTS BANK OF CANADA

Head Office: Montreal. Established 1864.

Paid-up Capital ....$7,000,000 Total Deposits (Oct., 1918).$132,000,000
Reserve Funds ....$7,437,973 Total Assets (Oct., 1918)..$165,000,000

President: SIR H. MONTAGU ALLAN, C.V.O.
Vice-President: K. W. BLACKWELL
General Manager: D. C. MACAROW,
Supt. of Branches and Chief Inspector: T. E. MERRETT

COLLECTIONS FOR BUSINESS HOUSES

This satisfactory service which The Merchants Bank renders to Business Houess, in the matter of collecting Notes, Drafts, and other financial paper, is due to the number and strategic location of its branches throughout Canada, and the efficient system in force.

Special attention is given to collections; returns are promptly made and credited; losses are often prevented by the care and thoroughness with which we do this part of our work.

305 Branches in Canada Extending from the Atlantic to the Pacific.

UNION BANK of CANADA

Established 1865

HEAD OFFICE - WINNIPEG

Paid-up Capital .... $ 5,000,000
Reserve 3,600,000
Total Assets as at Nov. 30th, 1918, over........ 153,000,000

John Galt - - - - President
H. B. Shaw - - - - General Manager
J. W. Hamilton, F. W. Crispo, Geo. Wilson, F. W. Ashe — Assistant General Managers

This Bank, having 341 Branches in Canada, extending from Halifax to Prince Rupert, offers excellent facilities for the transaction of every description of banking business.

Travellers' Cheques and Letters of Credit issued payable all over the world.

Collections made in all parts of the Dominion, and returns promptly remitted at lowest rates of exchange.

Attention is particularly drawn to the advantages offered by the Foreign Exchange Department of our London (England), New York and Montreal Offices and Merchants and Manufacturers are invited to avail themselves of the Commercial Information Bureaus established at these Branches.

New York Agency, 49 Wall St., New York City
W. J. Dawson, F. T. Short, Agents

CORRESPONDENCE SOLICITED

The Dominion Bank

HEAD OFFICE - - - TORONTO

SIR EDMUND B. OSLER - President
W. D. MATTHEWS - Vice-President
C. A. BOGERT - - General Manager

THE LONDON, ENGLAND, BRANCH
Of the Dominion Bank at 73 Cornhill, E.C.

Conducts a General Banking and Foreign Exchange Business, and has ample facilities for handling collections and remittances from Canada.

347

THE STANDARD BANK OF CANADA

QUARTERLY DIVIDEND NOTICE No. 114

Notice is hereby given that a Dividend at the rate of THIRTEEN PER CENT. PER ANNUM upon the Capital Stock of this Bank has this day been declared for the quarter ending 30th of April, 1919, and that the same will be payable at the Head Office in this city, and at its branches on and after THURSDAY, the 1st day of May, to Shareholders of record of the 19th of April, 1919.

By order of the Board.

C. H. EASSON,
Toronto, March 21st, 1919. General Manager

THE MOLSONS BANK

Incorporated by Act of Parliament 1855

Paid Up Capital - - - $4,000,000
Reserve Fund - - - - 4,800,000

Head Office, Montreal

Besides its 100 Branches in Canada, the Molsons Bank has agencies or representatives in almost all the large cities in the different countries of the world, offering its clients every facility for promptly transacting business in every quarter of the globe.

Edward C. Pratt, General Manager

MILLERS SEEK ASSISTANCE OF GOVERNMENT

Mills Closed Because of the Lack of Export Business

LACK OF INITIATIVE

Too Much Faith in Ottawa and Not Enough Aggressive Selling Effort—Meat Problem, Too

By Resident Representative

OTTAWA.—A large delegation, comprising about forty of the leading millers of Canada have interviewed Sir Thomas White and other members of the Government, and presented a memorial calling attention to the serious condition of the milling industry in Canada, with ninety per cent. of the mills closed, and no markets in sight. It was pointed out that while American exports of flour are ordinarily about double of those of Canada, they are now running about four times as great.

No direct suggestions were made as to what the Government could do, and the acting-Premier asked a very apposite question when he inquired if the millers had sent representatives abroad in search of orders. As a matter of fact they do not appear to have done so. As was pointed out in the FINANCIAL POST some weeks ago, the millers, like some other manufacturers have been relying too supinely on Government help instead of trying to help themselves, as the woollen manufacturers and some others have done, with considerable success. The orders the American millers have been getting have come principally from neutrals, and it was open to our millers to secure this business if they had been early on the ground.

No Definite Promises

The Government, while giving the usual polite reply given to all delegations, was not able to make any definite promises. Its policy with regard to export orders has repeatedly been stated. The Government cannot undertake to act as commercial traveller for any one industry. The solution of the millers' difficulty appears to be still the same—they must send their representatives after the business, as other industries are doing.

Frozen Meat, Too

A delegation from the frozen meat industry, particularly from the West, has also been interviewing the Government, with a view to securing markets for the forty million pounds of frozen beef stored in Canada. Stocks in Great Britain are very large, owing to accumulations made on the expectation that the war would continue. It is probable that Trade Commissioner H. B. Thomson will go to Europe shortly to see if anything can be done to handle this and other matters of a pressing character.—T.M.F.

PULPWOOD RE-FORESTATION

Abitibi Company Will Start Programme This Year

OTTAWA—The Abitibi Power & Paper Company, Ltd., intends to begin a reforestation programme this year and has asked for the co-operation of the Commission of Conservation in this work. The Commission has been co-operating with the Riordon Pulp & Paper Company and the Laurentide Company Ltd. for one and two years respectively in re-forestation work, and considerable headway has been made. The initial studies have concerned the rate of re-forestation of cut-over pulpwood lands under natural conditions. Investigations to date point to the fact that it will take from 50 to 100 years for spruce and balsam to grow to merchantable size on these cut-over lands, whereas lumbermen have thought that re-forestation would take place in about 30 years. Another disquieting feature the investigations have disclosed is the fact that where the pulpwood species are cut down, the new growth is predominantly hardwood for which, as yet, there is little market. These scientific facts are of paramount importance both to the pulp and paper industry as well as to the Governments concerned, which has always drawn large revenues from the forests.

U.S. WAR LOANS

Ordinary Expenditures Have Been Over 20 Billions

NEW YORK—Since the United States entered the war, in April, 1917, the ordinary expenditures of the Government have amounted to $20,573,814,550. In addition, we loaned $8,443,114,549 to the Allies, making a total of $29,016,929,099. Including other sundry special items, such as Panama Canal expenses, purchases of Federal Farm Loan bonds, etc. (but exclusive of public debt disbursements), the total Treasury disbursements for the twenty-four months amounted to $29,090,109,686.

ONTARIO MORATORIUM

Will Continue For Another Year at Least

The Ontario Government's moratorium will continue in force for another year at least. In the Legislature Mr. Mageau, Liberal member for Sturgeon Falls, agreed to drop his bill for the repeal of the Mortgagors' and Purchasers' Relief Act, which is the official title of the moratorium. Mr. Mageau's bill, which repealed the Act on and after July 1 of this year, was presented for second reading. After unfavorable expressions of opinion had been delivered from both sides of the House, the member for Sturgeon Falls withdrew his bill.

SCHWAB PREDICTION ALMOST REALIZED

Wonderful Development of U.S. Steel Corp. Indicated by Annual Report

NEW YORK—Someone said at the time of the organization of the United States Steel Corporation, when it was spoken of as a billion dollar company, that the day was not distant when it would be called a two-billion-dollar company. That prediction is now verified, according to "Holland" in the "Wall Street Journal." The remarkable annual report of this corporation, unprecedented by the report of any other industrial organization in the world except possibly that of the Krupps, shows that net working capital at the beginning of the present year was in round numbers $480,000,000. Prior to the time of the rich man's panic the accusation was frequently made that much of the capital of this corporation was water. The late Norman B. Ream was accustomed to smile when he heard this accusation and then to refer to the iron mine properties and resources whose value was in excess of the common stock of the corporation, although not included in the assets. But if any water was in it, it was squeezed out when the market value of the stock was a little under ten dollars a share.

To-day the total assets and liabilities are a little in excess of $2,500,000,000. Before the Supreme Court at Washington now lies an appeal by the Department of Justice from the decision of the United States Circuit Court that this corporation is not organized or operated in violation of the anti-trust law. It is believed that after still further procrastination the Government will withdraw its appeal and the last will be heard of Federal prosecution of this corporation.

FINANCIAL POSITION OF GERMAN NATION

War Was Evidently Financed on Idea of Large Indemnities to be Collected

The March number of the review of of the London City and Midland Bank contains two or three new features and statistical matter of a decidedly opportune character. One of the most informative of the articles is that dealing with the disclosures which have at last been made by the new German minister of finance, Herr Schiffer, as to the actual financial position of Germany at the present time.

Germany's monthly war expenditure since July, 1918, is shown to have averaged about one thousand and fifty million dollars. That was the actual cost for July, and from that level it rose to one thousand two hundred million dollars in October, thence falling back to eight hundred and seventy-five million dollars in January of the present year.

The endeavors of her previous rulers to refrain from meeting any appreciable proportions of the burden of the war by means of taxation, evidently relying upon the receipt of enormous indemnities from conquered nations at the end of the war, is bearing exceedingly bitter fruit for the German peoples, for the writer goes on to point out that this abstention from taxation during war time will necessitate the imposition of new taxation amounting to over three thousand million dollars, without taking into account the amounts required to balance the budgets of the federal states. As these figures relate to the domestic requirements of the empire and do not take into consideration the taxation which must be imposed to meet the interest and sinking fund charges on such sum as shall be found to be due by Germany to the Allies, it would seem that there must not only be drastic retrenchment in the expenditure on the military, naval and civil sevices, but also material reductions in payments due on account of Government obligations incurred during the war.

SIR GEORGE McLAREN BROWN, the European general manager of the C.P.R., is in Paris on business connected with the continental re-construction policy of the company.

GLOBE ATTITUDE ON ABITIBI PAPER IS BOLSHEVISM

Would Allow Capital No Consideration For Developing Country

A CREATED VALUE

Company Will Spend Between $7,000,000 and $8,000,000 on Property Which Was Otherwise Practically Worthless

By Resident Representative

MONTREAL.—In a rabid editorial attack on the Abitibi Power and Paper Company this week, the Toronto *Globe* has reached a point where it occupies an attitude towards capital that is nothing short of Bolshevism. In effect it seeks to deny any return on the investment of capital where values are thus appreciated. In quoting the figures from the annual statement of the Abitibi Company, where the earnings are said to represent 5.4 per cent. on the common stock of $5,000,000, it declares that this stock is all "water," and presumably not entitled to any return in the way of dividend. It states that the Abitibi Pulp & Paper Company in 1912 secured certain rights to timber limits and water powers from the Government at an annual rental of $5,000 a year, and a specific payment for wood cut, and later on proceeded to capitalize these timber rights and water powers; that later on the Abitibi Power & Paper Company took over the other company, and took over the $3,317,750 of capitalized timber limits as an asset and later on increased this to over $5,000,000. Thus, it is declared, millions of profitable common stock have appeared without cost, labor or toil.

Developed by Capital

The *Globe's* claim virtually is that the company has no right to set any value on its limits or water powers, an extraordinary position to take, and one that is absolutely contrary to the most common business principles, and contrary to that under which the *Globe* itself operates. The Abitibi Company secured these rights under a Government policy that is still in force and supported by the *Globe*, which seeks to encourage the development of unproductive areas. The Abitibi Company found these limits a forest primeval, and from first to last has spent from $7,000,000 to $8,000,000 developing this, creating an industry that produces 220 tons of newsprint a day and saves the country from the danger of a paper famine, and incidentally has enabled the *Globe* to get its paper at a lower price than if there were a serious scarcity of print. Moreover millions of dollars' worth of pulp and paper are shipped every year across the border and besides the general advantage of a distribution, help the cause of exchange between the two countries. It took over lands that were useless to the Government and valueless practically for settlement. It made the lands valuable, worth over five million dollars — not for settlement, for the land is covered with forest, but for pulp and paper manufacturing. What created this value? Not the Government; not contiguous development, for there has been none; it was the expenditure of the company in millions of dollars in an out of the way place along the T. and N. O. Railway. And having created this value who should profit by it? Surely those who risked millions of capital in an enterprise that at the time entered a field that was already overfilled, but entered it with faith in the future of one of the few native industries of Canada. It is this valuation created by the company and admitted to exist that the *Globe* stigmatizes as "watered," a valuation it would have the company disregard entirely.

How Values Grow

The unfair, even ridiculous and quite inconsistent attitude of the paper in its anxiety to strike at private enterprise is seen by reference to more familiar forms of development far away from the "wilds" of Northern Ontario. Take the case of a railway, the C.P.R. for instance. Lands were sold at $18 an acre in the West. Lands worthless until the road by an enormous expenditure of private capital, at a great risk of losing all, opened up the settlement through its iron road. Should the C.P.R. sell these at the "original value," if so it could be called, of ten cents, or twenty-five an acre, on the theory that any higher value it placed upon them was an attempt to "water" the system? Or should the C.P.R. hand back to the country the difference between the primeval values of twenty-five cents and $18? Was that the motive underlying the grant, the understanding when these grants were made? And would the *Globe*, in scanning the balance sheet of the C.P.R. dare to declare that the sum set down for the lands still remaining in its possession was a "watered" valuation, all save the original value of a few cents an acre?

To Come Nearer Home

Let us come nearer home. When a workman buys land on the outskirts at $5 a foot, and the city grows, and the land has a market value of $25 a foot, shall he sell for $5 that he paid for it, or sell at $25 and hand back to a grateful city $20 an acre? Even Bolshevism would not dare this, where a member of the craft was concerned, at all events. Will the *Globe* be consistent and in the event of the sale of its Yonge street property will it turn over to the city the increased value over the cost, or will it rather claim it as its own "profit" on its investment, and charge the public, advertiser and reader alike interest on the current market value of this inflated investment? And yet in the case of the *Globe* property it was not any action of the paper itself that enhanced the value of that corner of real estate, but the growth of the community, whereas in the case of the Abitibi Company it was just the development of the company under the expenditure of millions in cash, that created a value that did not exist when the company secured the rights from an eager Department of Lands and Forests.

Even yet the Abitibi Company with an expenditure of over $7,000,000 in pulp and paper mills, power plant, and a model town for its employees, is not paying a dividend and 19¼ on the common stock, and still owes 19½ per cent. on the preferred.—H.H.B.

WILLYS-OVERLAND PROFIT-SHARING PLAN

Net Earnings Are to be Split Fifty-fifty With the Company's Employees

BOSTON—The details and specific application of the Fifty - Fifty Profit - Sharing - Plan, announced in general terms by President J. N. Willys, Jan. 27, then and since recognized as embodying a new and progressive principle in corporate industrial relations are being satisfactorily worked out by the company and employes.

The foundation stone of the plan is contained in the original statement, "that after permanent capital and permanent labor have each been justly compensated, having due regard to the cost of each (the cost of capital and the cost of living), then the additional profits accruing from the joint employment of permanent capital and permanent labor shall be divided between them—fifty-fifty."

Two important features of the plan i. e. the "periods of distribution" and what constitutes "permanent labor" have been completed by the Fifty-Fifty division, which is composed of ten members, five of whom are factory employees.

The distributions of profit to employees are to be made five times a year, the first four to be based on a conservative book inventory and the fifth on the regular annual inventory. The first three distributions come in April, July and October, respectively, covering the preceding three months' earnings. The fourth distribution will be Christmas-sharing, to be made December 24, covering profits earned in October and November. The fifth distribution will be made in March of the following year after the annual inventory has been taken and will cover December profits with inventory and other adjustments.

After considerable study it has been decided that six months' continuous service should constitute the proper length of service for an employee to be classed as "permanent labor." This was the almost unanimous verdict of employees on the subject.

LONDON'S HOTEL PROBLEM

Great Shortage of Accommodation in the Metropolis

By Special Representative

LONDON—Canadians intending to visit England and especially the Metropolis, would do well to look before they leap." In spite of the warnings appearing in the press as to the lack of hotel accommodation Canadian visitors are still arriving at the Atlantic ports expecting to get rooms at a moment's notice. In many cases the shipping companies have risen to the occasion and been able to secure at great pains some sort of "shakedown" in the Metropolis. The fact that the Government have signified their intention of vacating a number of the large hotels which they have occupied as offices during the period of the war will go a long way to relieving the congestion in the near future. Some of these buildings possess upwards of a thousands beds, but it must take some little time to thoroughly spring clean them and put them in order ready to receive their guests once more.

STEEL INDUSTRY UNSETTLED BY PRICE-FIXING

Hope That Situation Might Be Improved Proves False

HINES STORM CENTRE

Director-General of Railroads is Like Other Buyers in Objecting to a Fixed Market

By A. R. KENNEDY
Editor, "Canadian Machinery"

If price fixing in the steel and iron business in United States were counted upon to remedy all the trouble there, and start a good volume of business moving toward the mills, it is safe to say that nothing but disappointment has so far resulted. Instead of removing friction it has increased it, and in place of bringing out large tonnages it has brought out only such buying as would have come into the market even at the old figures. To be successful the price reduction must carry with it more business. It stands to reason that the only hope for the steel interests is to get a tonnage of business that will enable them to run near enough to capacity to bring their tonnage costs down to a point where they can meet the new prices. If the cutting of the prices is the only thing accomplished, then the move will be a dead loss to the mills, and wages will not long remain at their present high level.

The whole muddled situation in United States at present centres around the attitude of Director General Hines of the Railroad Board. It was generally supposed, and apparently with good reason, that the new schedule of prices would mean the placing of orders for 1,500,000 tons of steel for the U. S. roads. They need the material, and the placing of the business would surely have served to stimulate private buying.

The attitude of Hines has a certain element of reason that cannot be denied. Apparently he looks forward to the time when he will be called upon to hand back to the owners the roads with the conduct of which he has been entrusted, and he does not care to load them up with an equipment that will place a perpetual tax upon their earning capacity. He could not, it is claimed, assent to the Redfield policy as to steel without practically committing himself to the same course in regard to every other article which the railroads need, and so contribute powerful support to the entire inflated price structure.

Policy Unpopular

It is useless trying to disguise the fact that the average purchasing agent, either in Canada or United States, does not like the idea of the fixed price. He prefers to send his specifications into the market, receive prices on them and place his orders where he can buy to best advantage. He knows that while $3 may be a close price for one firm it will be a big dividend maker for another lower-cost place. There is something in the very name "fixed price," that flattens out the whole calling of the purchasing agent, and he does not like it.

Comparative Prices

There are some prices coming out now that throw a new light on the steel trade, especially concerning the relative position of Britain and the States for world trade. For a long time it has been accepted that the English prices were lower than those of the U. S. mills. It was necessary to have a protective tariff at one time to keep out the lower priced English steel. But this state of affairs has changed, and if the figures now given are correct United States does not need any tariff wall to protect its industries against the inroads of English steel, because prices are lower in United States than in England, and there is quite a decent margin between them. Using figures that are given in the "Iron and Coal Trades Review" for English values, and current quotations for U. S., it works out like this, the line of figures showing the difference in favor of the American price:

Gas coal	$ 6.64
Coke	4.50
Billets	21.03
Sheet bars	17.53
Merchant sheet bars	31.19
Merchant bar iron	33.63
Structural shapes	8.91
Sheared plates	18 08
Tin plate	1.08
Rails	28.00
Bessemer pig	3.03

These figures, of course, are quickly seized upon to show that the new price schedule for steel, announced on March 21, is comparatively low, and should, therefore, be acceptable to the United States Railroad Board.

AMERICAN PROSPERITY

Otto H. Kahn Optimistic Regarding Business Outlook

CLEVELAND—In an address before the Cleveland Chamber of Commerce, Otto H. Kahn predicted an era of vast prosperity for the United States and abundant employment.

"Our readjustment problem presents no serious difficulty," he said. "I think the time has come for business and the public to abandon a waiting attitude and to proceed to full activity with courage and faith in the country and the future."

HIS NAME ONLY DOLLAR NEEDED

Commons Floored by an Offer to Operate Steamship Line Without Subsidy

By Resident Representative

OTTAWA—It is a field day for the Maritime Provinces when the Trade and Commerce estimates are up in the House; and Tuesday, April 8th, saw the annual repetition of that cross-firing between Ontario and the Provinces by the sea which occurs whenever the matter of steamship subsidies is up. Both the Government and Opposition found members swapping sympathy and recriminations across the floor. After one of his followers had got up and protested against the voting of subsidies to small steampship lines in the Maritime Provinces year after year, the leader of the Opposition dryly remarked that it was extraordinary how some members would let votes for millions go through with a whoop, and get greatly excited over a trifling little amount for a harmless, necessary steamship line to bring the remote parts of Cape Breton into touch with the great outside world. He said he thought possibly there might be some truth in a recent article in "MacLean's Magazine," in which the writer stated that the members of Parliament were unable to think in sums larger than cents.

The West, through the voice of Mr. R. L. Richardson, also raised a protest against any further subsidizing of transportation lines. The inevitable retort—and it was not lacking—was, of course, the millions that have been paid in subsidies and grants to Western railway lines; but Mr. Richardson is never bothered very much by inconsistency.

The most extraordinary incident in connection with the discussion, however, occurred when the acting Minister of Trade and Commerce arose and stated that Robert Dollar, the great American steamship owner, was proposing to operate a line between Vancouver and New York—and would not take a subsidy from the Government. The only dollar he needs in subsidy for his enterprises is Robert. The House was almost paralyzed. Would there were more like him! And he is a Canadian born, too.—T. M. F.

UTILITIES SUFFER FROM LOW FARES

Twin City One of Street Railway System's Badly Needing Higher Income

MINNEAPOLIS.—Just how meager the returns to capital investment have been to many electric lines in the larger cities, is shown by a recently published statement by the Twin City Rapid Transit Company, showing an average dividend for a period of 28 years of only 3.6 per cent. on common stock. The first eight years there was no dividend at all on common stock, and in no year has the dividend been more than six per cent. During the past few years the employees have had four different increases in the wage rate, besides being provided with many other benefits.

There are nearly 5,000 stockholders in the electric lines of the Twin Cities, and the largest holdings of stock by any one individual is 1.6 per cent. of the total. To listen to some of these soap-box orators preaching crazy methods of economic reform, we might easily infer that the Twin City lines were owned entirely by a handful of millionaires, comments *Commercial West*, which continues:

> With the heavy increase in labor cost and an increase in the cost of materials from 30 to 100 per cent. and no increase in fares, it needs no great expert at arithmetic to figure out why electric lines are running at a loss. To maintain nickel fares in face of such conditions is equivalent to reducing the fare to practically two and one-half cents, which even the most rabid Socialist would not advocate, except to force municipal ownership. Must we see the electric lines of the country starved for lack of revenue by refusal to grant increased fares, and repeat the performance of the railroad systems of the country, which were held down to starvation rates by the Interstate Commerce Commission for so many years? How many more electric lines must be thrown into the hands of receivers, in order to prove that there must be a larger revenue allowed in order to maintain anywhere near adequate service?

PEOPLE MUST DISCHARGE DEBT OF THE NATION

Governments Seem Doomed to Inevitable Inefficiency

GREATER PRODUCTION

It is Only by Activity and Frugality That We Can Hope For Prosperity—Public Expenditures Not a Solution

By C. H. CAHAN, K.C.

In carrying on the war, we have increased our national debt to nearly two billion dollars; and the result is well worth the immense sacrifice. But to carry the burden of the present and prospective war debt, to provide a surplus out of which high wages may be maintained and invested capital suitably rewarded, every healthy man and woman in Canada must put forth increased and intelligently directed energy. We must depend upon individual effort; we cannot depend upon the Government, since all governments seem necessarily doomed to inevitable and permanent inefficiency.

We must eliminate waste, waste in national expenditure, waste in industry, the waste of families and individuals. Our accumulated wealth is what we save out of what we produce. We cannot obtain financial prosperity by juggling with the currency, employing engravers and a printing press to manufacture legal tenders, or by piling up book-entries of inflated credit. Our prosperity in the final analysis depends upon the people of Canada having a surplus of income over expenditure, of production over consumption.

The theory of a restricted output is a lie; and if followed, must inevitably result in poverty and misery. If labor, thinking only of the fair distribution of the prospective surplus, retards an increase of the present production, its wages will inevitably suffer permanent and disastrous reduction both in nominal amount and in real purchasing power.

During these coming years, men of wealth, or of considerable income, must disregard all luxuries. Every dollar which you spend on an article of luxury increases the price to the poor of articles of necessity. I have no jeaolousy of those who by their industry and intelligently directed activity made profits out of the war, The buk of the profits made in industry were probably legitimate return for the capital invested and the risk incurred. There are probably some exceptions, but if profits were excessive it was the duty of the Government to confiscate them for the general benefit by imposing suitable taxation on such excess profits.

Straight Talk to the Rich

But I do denounce those who made profits and expended their profits upon luxury. Capital arises solely out of savings. Capital is indispensable for the increased and cheaper production of the necessaries of life. Expenditure upon luxuries is an economic waste of capital. The extravagance of the rich increases the poverty of the poor. On the other hand, sensible spending upon actual necessaries, increases the production of necessaries, cheapens the price of necessaries, and insures good wages to the producers of necessaries. The importation and domestic manufacture of luxuries should be restricted; and every dollar of savings should be invested in reproductive machinery. Only in this way can we ensure prosperity. We should keep constantly before us the precept that spending upon luxuries is one way of grinding the faces of the poor.

For several years we must rely less than ever upon importations of Capital from abroad. Probably one-fifth of the accumulated capital of the combatant countries has been depleted by the war; and the life-time of a generation is necessary to replenish the losses. Yet, on the average, for every 100,000 of increase in our population, we require an increased investment of at least $50,000,000 to furnish them with constant employment at living wages.

Socialism a Dream

Moreover, sound finance is the only foundation for sound political policy; yet it seems impossible in a democracy to obtain wise and efficient Government. Socialism will only justify its program upon the arrival of the millennium, when an ideal Government rules an ideal people; for a century or two we must deal practically with actually existing conditions.

But all the industry, activity and economy of the individual citizen are of slight avail, if the Government in time of peace continues to deplete the country's accumulation of capital to provide expenditures upon public works and services which have no re-productive value. The diversion of capital to unproductive uses inevitably re-acts injuriously upon the wage earners of the country. Money is bound to be dear for a long time to come and all national expenditures must be restricted to those absolutely unavoidable. The extravagance of war finance is notorions; but, in addition to this we have increased our financial difficulties by diluting unnecessarily the legal tender currency of the country, thereby decreasing the purchasing power of the wages, salaries and limited incomes of a large number of our people; ir, in other words, we have thereby inflated the prices of all commodies vitally necessary to support human life.

Business in Government

Is it any wonder that the worker complains when he is told, that a very considerable portion of the increase in the prices of his vital necessities is due to the fact that a somewhat inefficient Government, struggling with a task beyond its powers, adopting a weak and ineffective rather than a strong and courageous financial policy, has been using the engraver and the printing press to manufacture its funds and pay its obligations rather than resort to the taxation of those well-able to pay; or even rather than borrow from the well-to-do on the promise that to the extent of their loans they would be relieved for many years of their proper share of taxation by the imposition of heavier burdens upon those less able to bear them. It is no use now crying over spilt milk. Nevertheless existing evils must be remedied; and a depreciated currency implies an increase in the cost of living, and the imposition of increased burdens upon the pockets of the poor. Labor unrest can only be relieved by a square deal in Government finance and taxation as well as a square deal in industry.

The New National spirit must be more self-reliant and more energetic. We must attain a national consciousness, so clear in vision and so productive in joint endeavor that class consciousness will be entirely obliterated. Each must contribute his own special skill to increase the production and thereby the prosperity of the whole people. The increase of taxation necessary to carry our national debt will tend to reduce the surplus available for distribution. But a just distribution between capital labor must be made of the actual surplus; and the habits of economy and saving which will be forced upon us by after war conditions, will ensure accretions of the capital, which if properly applied, will furnish ample employment for our people at fair and equitable remuneration.

THE MANUFACTURED EXPORTS OF CANADA

Great Industrial Development During War Period, Says Lloyd Harris

By Resident Representative

LONDON—Lloyd Harris, chairman of the Canadian Trade Commission in London, speaking at Leeds, said that the aim of the Commission was to create a larger interflow between all parts of the Empire. Canada must no longer be thought of simply in terms of prairies, but in terms of factories. The economic effect of the war had been to change Canada within four years from a primarily agricultural to a predominantly industrial country. In the year ending March, 1914, the value of exported manufactures was $57,000,000, against agricultural exports valued at $198,000,000. In the year ending March, 1918, the value of exported manufactures was $636,000,000, against the value of exported agricultural products of $567,000,000.

With one-thirteenth of the population of the United States, the value of the exports of Canada has been one sixth as great as those from the United States during the last two years, in spite of the heavy drain upon the man power of the country. In the year ending March, 1918, export of the United States was per head of the population $56.75, against the same item for Canada of $140.25.

N.S. RURAL PHONES

Eleven New Companies Organized During the Year

By Special Representative

HALIFAX—The report of the inspector of rural telephones in Nova Scotia shows that at the close of the previous year there were 138 companies. Now there are 149. Of these companies, 137 have their lines in operation.

October 9 in each year has been adopted by general consent as Fire Prevention Day throughout North America.

Banking Service

The attention of manufacturers is drawn to the excellent facilities this Bank offers in all branches of a complete banking service.

A good banking connection is an essential to the success of the manufacturer or merchant.

THE CANADIAN BANK OF COMMERCE

Capital Paid Up, $15,000,000. Reserve Fund, $15,000,000

THE ROYAL BANK OF CANADA
HEAD OFFICE, MONTREAL

LONDON, ENG.
PRINCES ST., E.C.

NEW YORK
68 WILLIAM ST.

BARCELONA
PLAZA DE CATALUNA 6

With our chain of **560** Branches throughout Canada, Newfoundland, the West Indies, Central and South America, we offer a complete banking service to exporters, importers, manufacturers and others wishing to extend their business in these countries. Trade enquiries are solicited. Consult our local Manager or write direct to our FOREIGN DEPARTMENT, MONTREAL, QUE.

CAPITAL PAID UP & RESERVES - - $30,000,000
TOTAL ASSETS OVER - - - - $420,000,000

The Weyburn Security Bank

Chartered by Act of the Dominion Parliament.
NINETEEN BRANCHES IN SASKATCHEWAN
HEAD OFFICE, - WEYBURN, SASK.

DIRECTORS:—Alex. Simpson, Pres., Minneapolis, Minn.; Jos. Mergens, Vice-Pres., Weyburn, Sask.; J. A. McBride, Weyburn, Sask.; Frank Moffet, Weyburn, Sask.; H. N. Morphy, Weyburn, Sask.; S. E. Oscarson, White Rock, S.D.; N. D. McKinnon, Weyburn, Sask.; H. O. Powell, Gen. Mgr., Weyburn, Sask.

A General Banking and Foreign Exchange Business Transacted.

THE HOME BANK OF CANADA

"Keep your money in circulation —put it in the bank."

Branches and Connections Throughout Canada
HEAD OFFICE AND EIGHT BRANCHES IN TORONTO

THE BANK OF TORONTO
INCORPORATED 1855

Paid-Up Capital, $5,000,000 Reserve Fund, $6,625,623

DIRECTORS:
W. G. GOODERHAM, *President* J. HENDERSON, *Vice President*
William Stone, John Macdonald, Lt.-Col. A. E. Gooderham, Wm. I. Gear, J. L. Englehart, Brig.-Gen. F. S. Meighen, Paul J. Myler, A. H. Campbell, W. R. Bawlf, John I. McFarland.
THOS. F. HOW, *General Manager* JOHN R. LAMB, *Asst. Gen. Manager*

BANKING FACILITIES

The banking facilities we offer business men include an accurate and prompt collection service, the advantages of our numerous Branches and correspondents covering all important points in the Dominion, long experience in Canadian banking (since 1855), extensive connections, careful attention to detail and ample resources.

Your business invited.

BANKERS:
NEW YORK—National Bank of Commerce. CHICAGO—First National Bank. LONDON, ENG.—London Joint City and Midland Bank, Limited.

Please Ask Questions

IF you, as a subscriber to THE FINANCIAL POST, desire information on any Canadian security, or other financial matter, you have the privilege of requesting it from the publishers of THE POST. Enquiries are treated confidentially and are answered by mail. Please enclose stamp for reply.

New York funds are selling at a high premium. Holders of securities saleable in New York, such as Anglo-French 5%, United Kingdom, 5½, should seriously consider sale of these securities and reinvest in long term Canadian issues.

Write us for Suggestions.

NESBITT, THOMSON & COMPANY, LIMITED

Investment Bankers

222 St. James St., Montreal
Mercantile Trust Bldg., Hamilton

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record--- Not a Prospectus.

Reputation gained by years of vigorous, conscientious and successful work.

Thomas C. Irving
General Manager Western Canada
TORONTO

Invest In Victory Bonds

We can offer these bonds—due at any maturity—at the best market price.

F. H. DEACON & CO.
Members Toronto Stock Exchange
INVESTMENTS
97 BAY STREET, TORONTO

PUT YOUR MONEY INTO

Victory Bonds

We can suggest no safer, more profitable or more convenient investment than Victory Bonds. Present quotations are attractive as prices will steadily increase. We will buy or sell for you at the best market price.

Lists, quotations and details of securities on request.

Write or telephone your orders at our expense.

JOHN STARK & Co
ESTABLISHED 1870
MEMBERS Toronto Stock Exchange
ROYAL BANK BUILDING · · · TORONTO

THE ONE BEST BUY
Imperial Oil Stock

This stock is sure to sell much higher. Anyone buying now to hold will make big profits.

Quotations on request.
J. E. CARTER,
Investment Broker, Guelph, Ont.

DON'T RATTLE

USE-A-WRENCH
ENDURANCE BRAND
NEVER WEAR OUT
SEE YOUR JOBBER

Canadian Billings & Spencer Limited Welland

The Mercantile Agency
R. G. DUN & CO.

Consult us before extending credit or if customers are delinquent.

Canadian Offices:
Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Edmonton Lethbridge, Vancouver, Victoria.

Address enquiries to
R. G. DUN & CO.
Dominion Bank Bldg. - Toronto, Can.

$38,325,100 IS VALUE INVOLVED IN C.P.R. SUIT

Action in Canadian Court Over Shares of Enemy Owners

NONE IN MONTREAL

All Names on the New York Register — London Ones Transferred Already to Custodian There

An interesting suit in many aspects is the one that is now before the Superior Court in Montreal seeking to vest in the Minister of Finance and the Receiver-General of Canada 143,676 shares of stock of the Canadian Pacific Railway Company which is now held on the New York register of the company in the names of those who presumably are enemy aliens. The action was brought before the Court on petition of the Secretary of State, who included in his request for transfer the accumulated arrears of dividends.

Besides raising the point of the position of a large group of shareholders of the largest capitalized company in Canada, the suit stands out as one which involves the largest amount ever before a Canadian Court. At the New York quotation on the stock at the time of writing, $160 a share, the value of the shares involved would amount to $25,983,160. To this must be added the accumulations of dividends on this stock, which pays 10 per cent. a year. The last payment to the holders of this stock, which was cut off by the Trading With the Enemy Act, was the one that was paid on April 1, 1914, so that to the present there are accumulations of four years and three-quarters of dividends, as the final one for the fifth year is not due before the last day of June next. The total of these dividends is $12,342,000, making the amount of value of principal and dividends combined, $38,325,100.

The case, which was first before the court last Saturday, will come up again on Saturday when the question will be settled as to whether the Canadian court has jurisdiction. Counsel for the C.P.R. asked that notices first be published in London, Paris and New York as to the intention of the Secretary of State. It is understood that this action was taken because when similar action was followed in connection with the London register it was found that a number, even in cases of stock in the name of German banks or agencies, were British subjects, and not alien enemies. This point, however, was overruled by the Montreal Court.

Against Canada's Claims

The purpose of the legal proceedings was to prevent any disposition of these shares by or on behalf of the enemy to enable the Government of Canada to carry out its obligations with respect to such enemy property according to the stipulations of the final Treaty of Peace; to preserve the shares of the security of Canadian property in enemy countries, and for the security of Canadian claims against enemies.

There are three registers of C. P. R. shareholders, by far the largest in New York, another in London, and the third in Montreal. The latter is the smallest, most of the trading on the stock exchange being connected with the New York register. A couple of years ago or so the transfer was made in England, by order of the Board of Trade, to the Custodian there of all shares believed to be held by enemies; so far no action has been taken in connection with the shares on the Montreal register, for THE FINANCIAL POST understands that none of these are thought to come under the enemy classification. The shares involved in the court suit represent between 8 and 9 per cent. of the total common stock of the C.P.R.

SOME BIG TEXTILE ORDERS IN SIGHT

Dominion is Assured of Several Millions—Other Companies Likely to Share

By Resident Representative

MONTREAL.—While all sorts of rumors were traveling round this week as to orders from Roumania coming to the Dominion Textile Company, reports running as high as $6,000,000, THE FINANCIAL POST understands that no definite total has been fixed yet, although large orders, running into the millions are assured. It seems likely that Canadian Cottons, Montreal and Wabasso, will receive a good share of export business also, and this probably aided to secure the very buoyant tone to the stock prices of all four this week.

Speaking to THE FINANCIAL POST on Thursday, A. O. Dawson, general manager of Canadian Cottons, said that no word of orders had been received but the company had sent over a representative and he hoped he would be successful.

NOVA SCOTIA STEEL

First quarter figures for the output of the Scotia properties are given as follows: 103,615 tons of coal mined, 49,336 tons of ore mined, 7,700 tons of limestone quarried, 22,634 tons of coke made, 7,283 tons of pig iron made, 9,584 tons of steel ingots made, 9,000 finished steel and forgings.

Scotia common continues to retain the slight gains which were made following the February drop at the shutdown of the works, and further gains might be made were there anything in the way of buying to try out the market.

Richard H. Holden has opened a brokerage office in the King Edward Hotel, Toronto, with an entrance from Victoria St. Here under the firm name of Messrs. R. B. Holden & Co. he will do a busines in stocks and bonds. Direct wire connection is had with the office of Messrs. W. A. Macdonald & Co., of New York.

RAILROADERS FOR TARIFF COMMISSION

Labor Arguments For Taking the Issue Outside of Politics

By Resident Editor

MONTREAL.—The idea of a Tariff Commission to scientifically treat with Canada's fiscal policy which has so long and so strenuously been advocated by THE FINANCIAL POST is enthusiastically favored by the railroad workers of Canada, according to an editorial in "The Canadian Railroader," issued in the interests of engineers, firemen, conductors, trainmen, telegraphers and others employed by the railway companies. It is argued that both the manufacturer and the farmer are biased on the subject, the former because of his own interests and the latter also because he knows little of the affairs of labor. The article says:

> Under existing conditions the manufacturer who is engrossed in his own problems is alone incapable of giving an unbiased opinion on the tariff, and the farmer, with no knowledge of the problems of manufacture and with no experience in the affairs of labor, is in an identical position.

It is contended, therefore, that under the present conditions the tariff is a political football, and that its treatment should be taken out of the arena of politics for administration in the best interests of all the people. The following points are advanced:

1st—That the removal of the tariff question from politics will guarantee stability and progress not only to the manufacturer and the farmer, but to the workingman and all citizens of the Dominion.

2nd—We recommend its flexibility because with the production of new raw materials, the invention of new processes, the combination of old ideas into new and useful methods, adjustments can be quickly made to meet the ever-changing conditions.

3rd—It would at all times ensure sufficient protection to the manufacturer to enable him to compete successfully with foreign competition.

4th—It will effectively protect the farmer and the consuming public from manufacturers who might seek to use the tariff to demand extortionate prices from the consumer.

5th—It will ensure the maximum amount of work to the Canadian workingman.

6th—By eliminating the periodical tariff disturbances we shall be able to lay constructive plans to liquidate our debts and to execute such plans with precision.

7th—It will ensure proper protection for all classes and in this manner be a genuine benefit to the entire country.

Oil refineries of the United States country have a refining capacity of 1,295,115 barrels of crude oil a day, according to figures compiled by the Bureau of Mines. This is largely in excess of the production of oil in this country which, in 1918, amounted to 341,000,000 barrels, or about 900,000 barrels a day.

DIVIDENDS

Hollinger Consolidated Gold Mines Limited

(No Personal Liability)
DIVIDEND NO. 65

A DIVIDEND of One per cent. upon the outstanding capital stock has been declared payable 22nd April, 1919, on which date cheques will be mailed to shareholders of record at the close of business on 12th April, 1919.

D. A. DUNLAP,
Treasurer.

Dated April 5th, 1919.

Dominion Coal Company Limited

NOTICE OF PREFERRED STOCK DIVIDEND NO. 54

A QUARTERLY Dividend of One and Three-quarters per cent. on the Preferred Stock of the Dominion Coal Company, Limited, has been declared, payable 1st May, 1919, to Shareholders of record on 12th April, 1919.

By order of the Board of Directors.
C. S. CAMERON,
Secretary.

Montreal, April 2nd, 1919.

KERR LAKE MINES, Ltd.

61 Broadway, New York, April 8, 1919.
DIVIDEND NO. 7

THE Board of Directors have this day declared a regular quarterly dividend of 25c per share on the capital stock of the Company, payable June 16th, 1919, to stockholders of record at the close of business on June 2nd, 1919. Books will not close.

E. H. WESTLAKE, Treasurer.

The Merchants Bank of Canada

QUARTERLY DIVIDEND

NOTICE is hereby given that a dividend of Two and Three-Quarters per cent. for the current quarter, being at the rate of Eleven per cent. per annum, upon the Paid-up Capital Stock of this Institution, has been declared, and will be payable at its Banking House in this city and at its Branches, on and after the 1st day of May next, to Shareholders of record at the close of business on the 15th day of April.

ANNUAL MEETING

The Annual General Meeting of Shareholders, for the election of Directors and other general business of the Bank, will be held at the Banking House, in the City of Montreal, on Wednesday, the fourth day of June next. Chair will be taken at 12 o'clock, noon.

By order of the Board,
D. C. MACAROW,
General Manager.

Montreal, 31st March, 1919.

Dominion Textile Company Limited

NOTICE OF DIVIDEND

A DIVIDEND of one and three-quarters per cent. (1¾%) on the Preferred Stock of the DOMINION TEXTILE COMPANY, LIMITED, has been declared for the quarter ending 31st MARCH, payable APRIL 15th to shareholders of record MARCH 31st, 1919.

By order of the Board,
JAS. H. WEBB,
Secretary-Treasurer.

Montreal, 3rd March, 1919.

Thrift

Thrift means, first, the sane accumulation of money; secondly, the investment of the accumulated funds in unquestionable security at a reasonable rate of interest.

On our Guaranteed Trust Investment plan we receive sums of five hundred dollars and upward, *guaranteeing* income at a satisfactory rate, together with safe return of the principal sum.

Write for Booklet, *"Guaranteed Trust Investments."*

National Trust Company Limited

Capital Paid-up - $1,500,000
Reserve - - - $1,600,000

18-22 King East, Toronto

The Canadian Converters' Company, Limited

DIVIDEND NOTICE

NOTICE is hereby given that a dividend of one and a quarter (1¼%) per cent. has been declared on the capital stock of this Company for the quarter ending 30th April, 1919, payable 15th May, 1919, to Shareholders of record at the close of business, 30th April, 1919.

By order of the Board,
THOS. M. BARRINGTON,
Secretary-Treasurer.

Montreal, 10th April, 1919.

The Steel Company of Canada, Limited

ORDINARY DIVIDEND NO. 9.

NOTICE is hereby given that a dividend of one and one-half per cent. on the issued and fully paid Ordinary Shares of the Company has been declared for the quarter ending March 31st, 1919.

PREFERENCE DIVIDEND NO. 31

Notice is also given that a dividend of one and three-quarters per cent. on the issued and fully paid Preference Shares of the Company has been declared for the quarter ending March 31st, 1919.

The above dividends are payable May 1st, 1919, to shareholders of record at close of business April 10th, 1919.

By Order of the Board.
H. H. CHAMP,
Treasurer.

Hamilton, Ontario, April 4th, 1919.

ONTARIO

$3,000,000 PROVINCE OF ONTARIO

3 YEAR, 5½ PER CENT. GOLD BONDS

SEALED tenders endorsed, "Tenders for Province of Ontario Bonds," addressed to the undersigned, will be received for the purchase of $3,000,000 (Three Million Dollars) three-year, gold bonds of the above Province, dated 15th April, 1919, due 15th April, 1922, bearing interest at the rate of five and one-half per centum per annum, payable half-yearly on 15th April and 15th October. Principal and interest payable in gold at the office of the Treasurer of Ontario, Toronto, or at the Bank of Montreal, Montreal, Canada, or at the agency of the Bank of Montreal in the city of New York, U.S.A., at the option of the holder.

Bonds to be in the dominations of $100, $500 and $1,000 respectively, as follows—2,500 of $100 each; 1,000 of $500 each; and 2,250 of $1,000 each; with coupons attached, and may be registered as to principal only.

Payment for bonds with accrued interest to date of payment to be made at the office of the Treasurer of Ontario, at the Parliament Buildings, Toronto, on or before April 21st, 1919. Interim certificates will be supplied on payment of the money, to be exchanged for the definitive bonds on completion by the engravers.

Tenders to be addressed to the Hon. T. W. McGarry, Treasurer of Ontario, Parliament Buildings, Toronto, and delivered not later than 12 o'clock noon on Saturday, the 12th day of April, 1919.

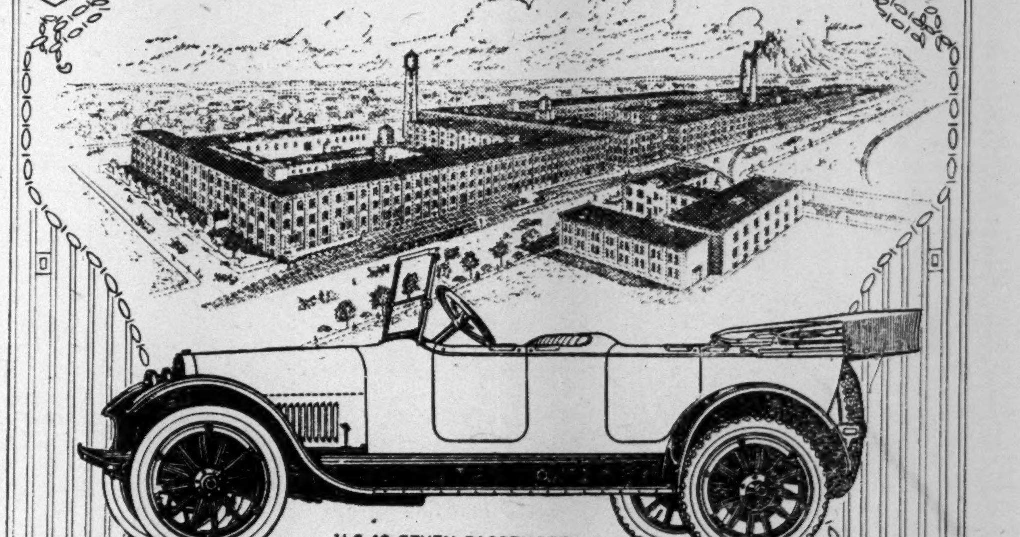
Tenders must be for the whole amount offered and must be accompanied by marked cheque for $100,000, to be applied in the case of the successful tenderer in payment for bonds.

The highest or any bid not necessarily accepted.

T. W. McGARRY,
Treasurer of Ontario.

Toronto, April 5, 1919.

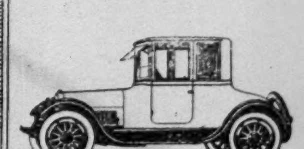
McLAUGHLIN Master Sixes



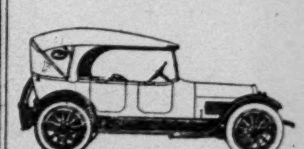
H-6-49 SEVEN PASSENGER

H-6-45 SPECIAL

H-6-44 SPECIAL



H-6-46



H-6-45 EXTRA SPECIAL

Master engineers combined their efforts with master artists to produce the McLaughlin Master Six. The result is a car worthy of the highest manufacturing ideals—a car appropriately called the Master Six.

CANADA'S STANDARD CAR

The McLAUGHLIN MOTOR CAR CO., *Limited*
OSHAWA, ONTARIO

"See the McLaughlin Models at the nearest McLaughlin Show Rooms."

AMES-HOLDEN LIVELY, DIVIDEND IN SIGHT

Movement Starts Again This Week—Dividend Prophecy Soon to be Fulfilled

Much interest attaches to the coming close of the year of Ames, Holden McCready. This takes place at the end of April. It is known that this firm has had the largest year in its history, and THE FINANCIAL POST is informed that the factories are running now to capacity. Indeed, the statement was made by D. Lorne McGibbon, the president, that they had had to turn down orders, and domestic business is so good that they are not looking for export trade. There seems little doubt now that the prophecy made several months ago, namely, that a dividend would be paid on or before the annual meeting, will be verified. What is expected to take place is that as was done, for instance, in the case of the Canadian Car & Foundry Company, Ames, Holden will start paying a regular dividend of 7 per cent. and gradually wipe off the arrears which now amount to nearly five years. It will not be surprising if a payment is made during the fall on account of arrears.

The price of the stock is gradually strengthening, and early this week it rose from 73 to 74 and then to 75 on Wednesday, with 75¾ bid at the close, and jumped to 77 on Thursday. During last summer the stock had a rise from about 60 to 72, but fell back again around 66. A couple of months ago there was another rise to 75, so that the price reached this week again establishes a new high mark for the company.

DIVIDEND NEAR FOR ATLANTIC SUGAR

Start on Preferred Within a Few Weeks—7,000 Tons Overseas

One of the active stocks of the past two weeks has been Atlantic Sugar Refineries. When this stock was listed a few months ago on the Exchange the common was selling around 20 and the preferred around 65. This week the common sold at 27 and better, and the preferred rose from 77 to 80, with fairly large sales. It seems certain now, as was prophesied some months ago, that a start will be made on paying dividends on Atlantic sugar preferred within the next couple of months, probably at the time of the annual meeting, which is held at the same time as that of Ames, Holden, McCready. THE FINANCIAL POST is informed that the prospects before the company for the balance of their present calendar year are very bright. During the year 1917 there was a large export of sugar to Great Britain and the company had a very large share of this. Last year export was entirely cut off, and was in the earlier part of the present year. However, a number of large export orders have been received by the company and last week some 7,000 tons were shipped overseas and the president states that the company expects a steady line of export business for many months to come. It is also stated that the company has a supply of raw sugars on hand to last them for many months, and there is now no doubt of an adequate quantity of raws coming for the balance of the year. Last year the supply was cut down owing to a shortage all over the world, but improved shipping facilities have provided better conditions, and there will be no cutting down of production, fortunately, on this account. The financial statement of the company will show a good improvement over last year, and, altogether, the outlook is very bright for the shareholder.

RAILROAD EARNINGS

C.P.R. and C.N.R. Companies Show Falling Off

Traffic earnings of the three railroads for the first week of April show a total of $5,644,997, an increase of $79,740 over the corresponding period in the previous year. The Canadian Pacific shows a falling off of $63,000, while the Canadian National also shows a decline. The Grand Trunk shows a gain of $262,059. Following are comparative figures:

	1919	1918	Change
C.P.R...	$2,920,000	$2,893,000	—$63,000
C.N.R...	1,450,444	1,569,763	—119,319
G.T.R...	1,274,553	1,012,494	+262,059
	$5,644,997	$5,565,257	+$79,740

WM. A. ROGERS

There has recently been some interest displayed in Wm. A. Rogers common. A block of ten shares sold a week or so ago at 25⅛, when the bid price was advanced to 27 and has since failed to attract sellers. One single share has changed hands at 30. The preferred has sold up from 65 to 75 during the past month.

Trade between United States and Russia in 1918 totaled to $28,000,000 against $438,000,000 in 1917.

MONTREAL POWER

Behaved Well in Face of Strike Conditions

With a strike on, by Thursday the stock of Montreal Power behaved extremely well. The price eased off a little in the morning, but strong support in the afternoon sent it back to 92. There was no evidence of apprehension among holders, and the company's claim that it could "carry on," and its confidence in winning out against the union's demands for recognition seemed to find, not only sympathy, but belief.

The award of the board is said to call for increases of $250,000 a year in wages. The minimum for men is $85 a month and girls $55 a month.

The general manager states that only one hundred "essential" men are out.

NEWSPRINT ORDERS FOR YEAR FOR ABITIBI

Enough to Keep the Mills Going, Says President—Pulp Output Curtailed

By Resident Representative

MONTREAL. — The demand for pulp in the United States continues to be rather weak and on this account THE FINANCIAL POST is informed the Abitibi Power & Paper Company are operating their pulp mills only to the extent that the pulp is required for use by their paper mills. It is not expected, however, that this condition will remain for long and in a few weeks the company looks to a revival of the demand for pulp in the United States and elsewhere and expects a continued production at good prices for the balance of the year. The lack of demand is indeed a seasonable one, for the manufacture of ground wood pulp depends on the flow of water, and the smaller mills can secure all they require usually at this time of the year. When the smaller streams go dry and the water power declines, then the demand becomes greater on the mills with an assured supply, and this is what usually happens to Abitibi and other similar mills.

At the annual meeting of the company this week the president, F. H. Anson, stated that the newsprint orders on hand would keep the mills going the rest of the year.

STEADY ORDERS FOR HOWARD SMITH MILLS

The Two Mills Running Far Ahead of Last Year—Looking For Dividend in Fall

By Resident Representative

MONTREAL.—While the demand for pulp has not been good for several months, and, indeed, since the ending of the war, due to general business conditions, the Howard Smith Paper Mills are proceeding steadily with their production. At the annual meeting President Howard Smith stated that there was not a supply for more than a couple of weeks on hand for their new Crabtree mill, but he said this week to THE FINANCIAL POST that orders were coming in steadily enough to keep the mill operating. The other mill, Beauharnois, has a good supply of orders on hand. The steady business for both the mills make it certain that the earnings of the company for the year will far surpass those of last year. It will be remembered that last year the Crabtree mill did not get going until about the first of August, so that only about a third of the year was covered in the earnings, while for the earlier part of the year, that is, two-thirds of the year, heavy overhead charges had to be set against the profits made by the mill in the latter part of the year. The result was that scarcely anything is the way of net profits was left to add to the profits of the other mill, which had to carry nearly the whole burden for the year. The improved outlook, then, would make it seem possible to start a renewal of the dividend on the common stock sometime during the fall. There has been no activity in the stock since the annual meeting, probably owing to the uncertainty in regard to a renewal of dividend payments, but the shareholder should not be alarmed at all on this point. With a good future in export trade to Great Britain, especially if a preference is established, the Howard Smith Paper Mills should have a large share and this will supplement the local demand that might in itself not be sufficient to keep the mills operating to capacity.

CANADA CEMENT

Canada Cement securities have developed renewed popularity recently with the common selling up to 66½ and the preferred to 100.

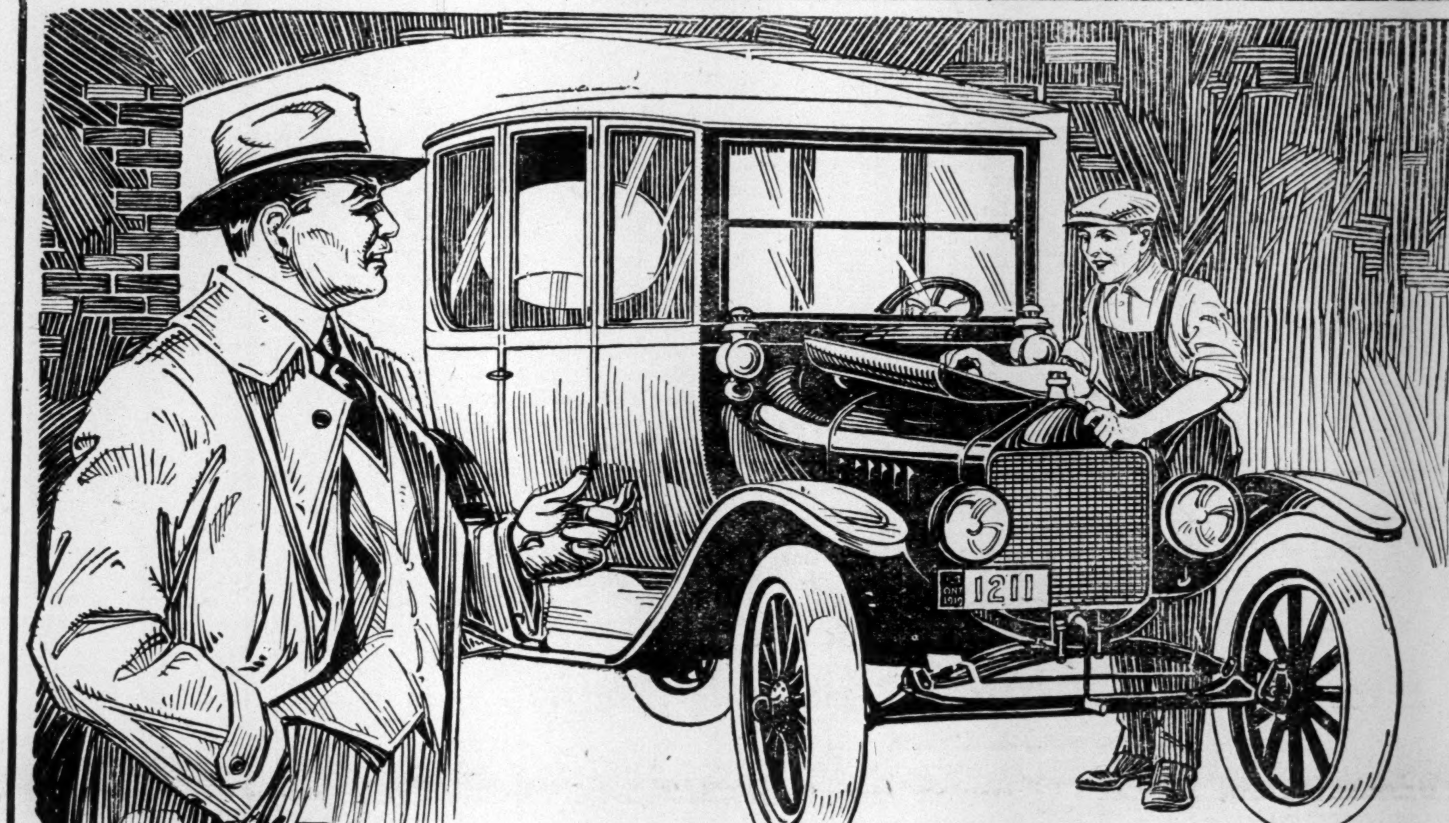
GENERAL ELECTRIC

The demand for Canadian General Electric has continued strong throughout the week with the price moving up to 107⅝ and retaining practically the whole of the advance.

BRITISH COLONIAL
FIRE INSURANCE COMPANY
MONTREAL

Authorized Capital - - - - $ 2,000,000.00
Subscribed Capital - - - - - 1,000,000.00
Paid-up Capital - - - - - 247,015.79

General Fire Insurance Business Transacted
Theodore Meunier, Manager



Put it up to your repair man

Make it strong.

The garage man cannot evade your demand for Genuine Ford Parts.

He *knows* that only genuine parts will give you satisfactory service.

If he wants to give you real Ford service;

If he will agree to play fair with Ford Owners;

He can get a complete stock of Genuine Ford Parts.

Nothing has caused Ford Owners more trouble, annoying breakdowns and expense than the use of "spurious" or imitation repair parts.

They are not made up to the Ford standard. They weaken the car.

They often injure other parts of the car.

The owner of a Ford could not be expected to accept repairs made with such inferior parts.

And there is now no *need* to accept them.

Genuine Ford Parts are on sale everywhere.

They have become a staple line of merchandise stocked by reliable automobile and repair men in every locality.

Nearly 3,000 repair stations in Canada are equipped to replace any part of your Ford promptly with a Genuine Ford Part.

If your repair man will not supply you, there is a garage around the corner displaying the Ford service sign.

That means a garage pledged to fair play with Ford owners.

To stand out for fair service is the surest way for the Ford owner to get it in *every* garage.

Look for the Ford Service Sign.

Genuine Ford Parts
For Sale Here

FORD MOTOR COMPANY OF CANADA, LIMITED, FORD, ONTARIO

DEMAND
Genuine Ford Parts

92

BARCELONA TRACTION

An advance in the market for Barcelona Traction to 11⅜ indicates a better opinion on the situation in relation to the affairs of that company. The strike is not yet settled, according to latest reports, but operations are being conducted with Government protection.

GOODWINS

The appearance of the annual report of Goodwins, Limited, has been followed by transactions in the preferred and common stocks, the former at 54 comparing with a last previous of 50 and the common at 12¾, showing no change.

INTERNATIONAL PETROLEUM

There has been a very active market during the week for International Petroleum which has sold up to 31 on the Toronto market—a gain of 8.25 for the week—and as high as 35½ in New York.

SHREDDED WHEAT

There has been a strong market for Shredded Wheat throughout the week with the price advancing from 126 to 133, which compares with sales at 124 at the middle of March.

B.C. ELECTRIC ABLE TO MEET CHARGES BY HIGHER FARES

Only Small Call on Surplus to Pay Preferred Dividends

LOOKING TO FUTURE

Directors Have No Definite Information as to What May Happen When Agreement Expires

An increase in the fares charged in Vancouver to a six-cent basis and certain advances in other cities and districts served, during the latter half of 1918, enabled the B. C. Electric Company to make a much better showing for the year. In fact the income was such as to meet interest charges and almost provide for the 5 per cent. dividend on the cumulative perpetual preferred stock amounting to $360,000. In 1918 it was necessary to draw upon reserves to the extent of $220,000 to meet the preference dividend and in 1916 to the extent of $350,000. Attention is called to the fact, however, in the report of J. Davidson, acting secretary, that the right to charge the higher fares was only good to April 8th this year under the arrangement made. There has been no news as yet as to what developments are now occurring in this connection.

The net revenue amounted to $1,018,035, as compared with $804,220 in 1917 and $674,820 in 1916. Interest charges and dividends paid amounted to slightly more than this, but this was made up from the previous balance which was reduced from $35,160 to $30,420. Following are comparative figures for the past three years:

	1918	1917	1916
Revenue	$1,018,085	$ 804,220	$ 674,820
Forward	35,160	34,295	33,330
Reserve	....	220,000	350,000
	$1,053,195	$1,058,515	$1,058,150
Interest	662,775	663,355	663,855
Dividends	360,000	360,000	360,000
Balance	30,420	35,160	34,295
	$1,053,195	$1,058,515	$1,058,150

The Year's Developments

The important events of the year are reviewed in the report of the directors. In June there was a demand for increased wages on behalf of the employees which the company was not in a position to meet. The Shortt inquiry followed and permission was granted for an increase in fares for a period of nine months. These increases in fares, the gradual elimination of the jitney (motor car) competition, the continued general improvement in conditions, resulting from activity of munition, shipbuilding and other industrial plants, and the increased demand for power for manufacturing purposes, enabled the company to meet the increased cost of wages and materials, and gradually to improve its net revenue. In regard to light and power rates the report says:

> "In accordance with the findings and recommendations of the commissioner appointed by the Lieutenant-Governor in Council of the Province of British Columbia in 1917, the rates for domestic light and power in the City of Vancouver were reduced on 1st January, 1918, to 8 cents per K.W.H., and in consequence of urgent representations of the public authorities and as part of arrangements for adjusting the general situation, these rates were again reduced by the company on 1st January, 1919, to 6 cents. It is as yet impossible to state with any accuracy what the cost to the company will be of this large reduction in lighting rates, but it must for some time cause a very considerable decrease in the revenue derived from domestic lighting, although it is hoped that the reduced price will, in course of time, lead to a substantial increase in the consumption of light and power."

DOMINION IRON MAKING CLAIM TO $21,000,000

Amount of Bill For Reparation Being Pressed at Paris

EXPECT 48,000 TONS

Five Boats in First List to be Returned if the Final Court Action Succeeds—Win in First Court

A very important decision was rendered this week, according to cable advice, by which the Dominion Steel Corporation won its first fight in the British courts to force the owners of several vessels that were under charter to the company before the war to return them now that the war is over, for the balance of the term of the contract. The test case that was won by the company was against the owners of the steamer "Wabana," one of the boats that was under charter. The decision is considered the more valuable because the contract for this boat was the shortest that the company had, expiring in November 1921, while some of the other contracts extended for 18 years from the opening of the war and did not expire until 1932, the greater part of the life of the boat. The boat owners have entered an appeal and there will be further disputes before the case is finally settled. The corporation hopes finally to have the test case decided in their favor and then it is expected that a complete victory will release to them three boats of 11,000 tons each, and two of 7,500 tons. No claim is being made for an extension of the original contract to cover the period of the war during which the boats were recalled, but the company is pressing for the carrying out of the contract as it refers to the period after the close of the war. In the case of some boats, it extends for 13 years more. During the war the company lost tonnage of 78,000, which badly crippled its whole industry and prevented coal from being carried up from Montreal compared with about 2,000,000 that was the normal quantity. As a result Canada had to secure this from the United States.

The FINANCIAL POST is informed that the total amount of the claim that the Dominion Steel Corporation has made through the Canadian Government for war losses is in the neighborhood of $21,000,000. This includes the claim against the Germans for boats torpedoed; the loss of these and other vessels by Government requisition, and a loss of revenue resulting therefrom. The particulars in the case have all been handed to Hon. Mr. Doherty, who is presenting the bill at the Peace Conference at Paris. It is, of course, entirely problematical just what the corporation will secure from this claim, but a large amount, a good many millions, in any case, even if the basis of reparation so far as Canada's share is concerned is reduced from the present demand of $2,000,000,000.

The ruling of the court is that the owners must return the vessels to the Steel Company until the charter is expired, in this particular case in 1921. Another interesting point comes up, namely, that while the Steel Company had contracts with the British owners the latter were using the vessels for more profitable trade and there may be a claim resting on behalf of the company for the difference between the contract price and the price they received for the vessels by the British owners. The action was heard in the court on the 27th of March. after the case had been developed during the visit of Mark Workman, president of the company, and judgment was early secured. The company expect that further appeals will be handled rapidly in any other court to which the case may be carried.

While no statement has been issued by the Dominion Steel Corporation in relation to the legislation of the United States Government as outlined in last week's issue of THE FINANCIAL POST it is learned that a protest was made, as soon as Mr. Workman returned, to the Government, on the ground that it is unfair to the company particularly the bond holders, to raise the question of the right of the company to the areas which form part of the security to the bond holders. The whole action, it is understood, was inaugurated by the N. S. Steel Co. which desire to secure the right to work areas adjoining their own which has become pretty well exhausted. The case promises an interesting struggle, between the claims of the Nova Scotia Steel Company and the protest that will be made by the Dominion Steel Corporation.

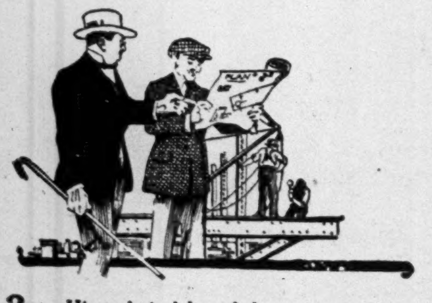
Why Insure the Desk

But Take Chances on the Man?

What Would It Cost to Replace these Four Men?

1. He is the financial expert who keeps the business on a sound basis.

2. As a Business Getter he could hardly be replaced.



3. His technical knowledge is invaluable.

4. As an Organizer he is the Soul of the Business.

As a matter of course your office furniture is insured against fire loss. What about the brains of the business?

When the death of a valuable man occurs, the business is faced with these problems:

Can the business be kept going?
Will the credit of the business be shaken?
What compensation have we for the loss of his producing power?
Can his abilities and services be replaced?
What is to be done in the meantime to avoid financial loss?
Where can we get ready money to take over the deceased partner's interests and carry on the business independently?
How can we arrange matters so that his shares may not be sold to outside parties and thus disturb the financial control?
How can these matters be adjusted without loss to the survivors in the business, and without sacrifice to the family of the deceased?

Our Commercial Protection Plan

solves these problems as nothing else can. The ready cash coming at a time when most needed, steadies the business, sustains its credit, and takes care of the matters of replacement and readjustment with least sacrifice to any one.

This Plan Provides:

Cash to safeguard credit.
Cash at death to compensate for loss of brains.
Cash to replace services.
Cash through policy loans, to snap up cash bargains.
Cash without publicity.
Cash for emergencies without weakening credit.
Cash to protect endorsers of company's paper.
Cash without requiring endorsers.
Cash available when all other sources fail.
Cash to retire loans, mortgages, bond issues and obligations when due.
Cash to take over partner's holdings.
Cash to buy shares of deceased stockholder.
Cash for retirement from business.
Cash to protect a business man's estate and thereby his family.

Ask For Particulars

Canada Life
Assurance Company
Head Office
TORONTO

FILL UP——CUT OFF——MAIL TODAY

Canada Life Assurance Company, Toronto:

Dear Sirs—Without obligation on our part, please send us particulars of your Commercial Protection Policy.

Name of Firm............

Address............

BETTER OUTLOOK FOR MONTEREY

Sir William Mackenzie Reports on Situation After Visit to Mexico

An unsettled state of affairs regarding the charter of the Monterey Railway, Light & Power Co. with the Mexican Government is reported by Sir William Mackenzie, who has recently returned from a personal survey of the situation. The difficulty is particularly with regard to the concession in connection with the waterworks development, under which there was an agreement that the company was to be guaranteed a return of 10 per cent. on investment—the deficit, if any, to be paid by the Government—while additional profits were to be divided equally. Under this agreement there are now large sums due the company and the Government is suggesting an alteration of the terms of the concession. Any such suggestion, Sir William points out, could only be considered by the bond holders and the shareholders and further negotiations will be conducted looking to the straightening out of the tangle.

Sir William states that conditions in Monterey are now settled and reasonably prosperous. However, there was a long period when things were very much upset and this has naturally affected the company's affairs to a serious extent. Earnings are now on a fairly satisfactory basis and there is hope that something may be paid on the debentures, on which interest has been deferred since August, 1913, during the present year.

DULUTH-SUPERIOR

Gross earnings of the Duluth-Superior Traction Company for the last ten-day period of March totalled $52,315 against $47,226 for the corresponding period in 1918, a gain of $5,088 or 10.8 per cent. For the month of March the earnings amounted to $160,660, an increase of $14,772 or 10.1 per cent., while from January 1 to the end of March the earnings amounted to $449,411, a gain of $32,938 or 7.9 per cent.

MONTREAL POWER REFUSES TO BOW TO UNION DEMAND

Will Carry on in Face of the Strike of Employees

SOME SUGGESTIONS

Co-operation of Workers Suggested Through Committees to Represent the Interests of Each Department

MONTREAL.—Final refusal of the Montreal Light, Heat & Power Company to recognize the Union of employees was made the ground by a large proportion of the men for walking out late Wednesday afternoon. The strike situation reached a crisis on Monday night when a committee of seven members of the Union was appointed to interview J. S. Norris, general manager. They waited upon him on Tuesday and asked that the Union be recognized; that the company agree to the award of the Board of Arbitration; the reinstating of all Union men discharged as a result of their connection with the organization, with full pay for these men from the time of their discharge; that the company receive and accept another committee of employees representing all departments to decide upon a definite policy; that the men acting on this committee do so in the time of the company, and that the company dismiss all tracers and spotters now employed to fight the Union.

Ask for Co-operation

The reply of Mr. Norris was that the company could not agree to recognize the Union nor to send back the men who were discharged, but he asked for co-operation with the employees and sent a letter suggesting a plan. This was to the effect that if the employees of any department or sub-department had any grievance they should submit these to their local manager through the medium of responsible employees of the department, of three years' service or over, and the manager would be happy to adjust any reasonable demands. Failing adjustment, the delegations would have the right to appeal to Mr. Norris as general manager, first of all, and then to the executive head of the company, Sir Herbert Holt. He declared that it was not the policy of the company to discriminate against employees belonging to any organization as long as members did not interfere with their work or with other employees of the company. He expressed a desire for co-operation of the employees and declared that he was willing and anxious to meet them in this same spirit. The offer in the letter was rejected at a later meeting of the men on Tuesday.

Wanted Arbitration Report

The men wired Deputy Minister of Labor and declared that they would go on strike on Tuesday night if the report of the Arbitration Board was not made public immediately. To this wire reply was received from the deputy minister stating that the board report was not yet in the hands of the minister but it was expected in three or four days. The inquiry involved, it is said, was a most difficult one, and the report is understood to be unusually intricate in detail. The minister expressed the hope that the employees would not endanger the prospect of a successful outcome by some hasty action at the last moment.

At a meeting of the men on Tuesday evening one delegate suggested that they should try out the proposal of Mr. Norris in one department, but this would involve a delay of two or three weeks. The suggestion was refused. Another suggested that they had better wait until they had the out-of-town plants better organized, but this did not meet with the approval of the men.

The company immediately afterwards issued a statement declaring that they could "carry on."

BRAZILIAN TRACTIONS

Optimistic Talk Regarding the Outlook for the Dividend

LONDON—Brazilian tractions has been in some favor in London, many people being tempted to pick them up at current levels on brighter prospects for the undertaking. It is fairly confidently expected, says the Financier, that in a short time the company will be in a position to resume quarterly dividends of 1 per cent. on the common stock, and with all such hopeful talk in the market there is a likelihood of the price going higher.

CANADA CEMENT

The annual meeting of the Canada Cement Company this week was a quiet affair with no questions asked and no additional statement by the president or general manager further than what accompanied the annual report. The old directors were re-elected and G. W. Allen, K.C., M.P., of Winnipeg, was appointed to fill the vacancy caused by the death of the late Geo. E. Drummond. The stock has shown little fluctuation for the past week.

There May Be Unexpected Value In Your Unlisted Securities

Let us place a valuation on your holdings and advise you as to to their future possibilities.

We are specialists in unlisteds and our service and monthly letters are yours for the asking.

T. A. Richardson
and Company
INVESTMENT BANKERS
Royal Bank Bldg., Toronto

Robert Cassels G. H. Brown

Cassels, Browne & Co.
Members Toronto Stock Exchange

318 Dominion Bank Building
TORONTO

Direct Private Wire to New York, Chicago and Washington

THE UNION BANK OF AUSTRALIA, LTD.

Established 1837. Incorporated 1880

CAPITAL—
AUTHORIZED AND ISSUED. £6,000,000

Paid-up Capital £2,000,000
Res. Fd. £2,050,000 Together £4,050,000
Res. Liab. of Proprietors. . £4,000,000
Total Capital and Reserve £8,050,000

Head Office: 71 Cornhill, London, E.C. 3

The Bank Has 181 Branches, viz:

In Victoria	41
In New South Wales	39
In Queensland	19
In South Australia	14
In Western Australia	21
In Tasmania	3
And in NEW ZEALAND	44

Drafts upon these Branches are issued by the Head Office and may be obtained from the Bank's Agents throughout the world. Commercial and Circular Travelling Credits issued—available throughout the world. Cable Transfers are also made. Bills on the Australian States and Dominion of New Zealand are purchased or sent for collection.

ABSOLUTE SECURITY

is afforded the purchasers of the Bonds which this Corporation issues. Its large Capital (fully paid-up) and Surplus protect, beyond question, the funds invested in its Bonds.

These Bonds are issued in sums of One Hundred Dollars and upwards for terms of one or more years. They are transferable and bear a very attractive rate of interest, for which Coupons payable half-yearly are attached.

We welcome enquiries and will gladly furnish a copy of our last Annual Report and any further information desired on request.

Capital (paid-up) and Surplus	$11,672,509.77
Investments	31,461,387.24

Canada Permanent Mortgage Corporation
Toronto Street, Toronto
Established 1855

Route Your Shipments CANADIAN NATIONAL

DETROIT UNITED

The proposed purchase by the City of Detroit of the local lines of the Detroit United Railway at a cost of $31,500,000 was rejected. Sixty per cent. of the vote was required to carry.

An Executor's Fees

THE compensation paid to any executor is fixed by the court and a corporate executor is never allowed a larger fee than what is allowed to a private executor.

Owing to its complete organization, and its broad experience in handling estates of all kinds, the services of a corporate executor are much superior to that of an individual.

Whether your estate is large or small you will benefit by consulting our trust officers respecting your executor.

For those who cannot call, we invite your correspondence.

79

THE
TRUSTS AND GUARANTEE
COMPANY LIMITED
BRANTFORD TORONTO CALGARY
JAMES J. WARREN
PRESIDENT
E.B. STOCKDALE
GENERAL MANAGER

Economical Executor Service

Losses through the inexperience of an individual executor are just as real as though due to dishonesty. Safeguard the interests of your estate by appointing the Union Trust Company as executor. By so doing you are assured of the benefit of the combined experience of our staff, and may save thousands of dollars to your estate. Our service costs no more, oftentimes less than that of the inexperienced individual.

Union Trust Company
LIMITED
Head Office:
Cor. Bay and Richmond Streets, Toronto
Winnipeg London (Eng.) 65

THE NATIONAL CITY COMPANY
NATIONAL CITY BANK BUILDING
NEW YORK

We own and offer:

$2,000,000

UNITED KINGDOM OF
GREAT BRITAIN
AND IRELAND

Twenty year 5½% Gold Bonds
Dated February 1st, 1917. Due February 1st, 1937
Interest payable February 1st and August 1st
Principal and interest payable in New York or London

Denominations $100, $500, or $1000

A direct obligation of the Government of the United Kingdom of Great Britain and Ireland, whose faith and credit are pledged to the punctual payment of principal and interest.

Price: Rate to Yield about 5⅜%

Delivery and payment in Canada.

THE
NATIONAL CITY COMPANY
Limited

74 Notre Dame Street, West
MONTREAL

10 King Street, East
TOPONTO

"United Kingdom 5½% Long Term Bonds" selling on approximately a 5⅜% basis, present an investment opportunity seldom afforded bond buyers.
We strongly recommend a purchase of these securities.

TELEGRAPH YOUR ORDERS AT OUR EXPENSE.

23

GOODWINS SHOW $34,000 GAIN IN GROSS PROFITS

Net Earnings Amounted to About 9.5 Per Cent. on Preferred

COMMON STILL AFAR

Deferred Dividends Would Wipe Out Nearly All Surplus —Improved Liquid Position —Good For 1919

As was intimated a couple of weeks ago the annual statement of Goodwin's Limited, shows a good increase for the year ending January 31st, over the previous year. The gross profits amounted to $336,947, compared with $302,883, or an increase of over $34,000, and as compared with the year 1916, when gross profits were $253,710, an increase of over $83,000. After allowing for interest charges of $112,053, including bond interest of $50,384, and interest on loans and mortgages of $61,669, and an amount of $50,000 for depreciation in plant and equipment, as well as $10,000 for a reserve fund for doubtful accounts, there remained a balance of $164,894, as against $150,405 one year ago and $125,074 for the year 1916. No payments were made on the capital stock of the company and this whole balance was added to the previous balance of $520,221, which left a total surplus account at the end of January, 1919, of $685,115, as compared with $520,221 one year ago and $369,815 at the end of January, 1917.

Goodwin's Limited is in a similar dividend situation to several other companies, that is, it has not paid any dividends on its preferred stock since just before the war, the last payment being July 2, 1914. The prefered stock amounts to $1,750,000 representing an amount due each year at 7 per cent. of $122,500. At present there are arrears of about 4 years and three-quarters, or five years by July 2nd, 1919, at which time the arrears will amount to $612,500. The surplus on hand would, therefore, be sufficient to wipe out the deferred dividend owing on July 2nd next and leave a balance of over $72,000. Of course, trading conditions would make it impossible for any step like this to be taken. If the holder of the common stock wishes to work out the conditional element still further he could figure that the profits this year of $164,000 would permit of the payments of the regular preferred dividend of $122,500, and leave a balance of a little over $42,000 available for the common, that is, if there were no deferred dividends. This, however, would be not sufficient to pay even 2 per cent. on the common stock which amounts to $2,250,500. The profits for the past year represent earnings of over 9.4 per cent. on the preferred, as compared with 8.6 per cent. the previous year.

Increased Depreciation

The profit and loss account for the past three years shows an increase this year in depreciation, from $41,000 to $50,000 and a larger amount for doubtful accounts. This may be regarded as an effort to meet possible conditions this year when prices of goods may show a decline later on. It may be taken for granted also that before the gross profits were shown a liberal depreciation in the value of inventories also was taken care of. The figures compare as follows for the past three years:

	1918-9	1917-8	1916-7
Gross profits..	$336,947	$302,883	$253,710
Int. charges ..	112,053	106,571	101,555
Depreciation ..	50,000	41,000	24,000
Doubt. act. res.	10,000	4,906	3,080
Balance	$164,894	$150,405	$125,074
Prev. bal.	520,221	369,815	244,741
Total P. & L...	$685,115	$520,221	$369,815

More Cash on Hand

The working capital position of the company shows an improvement during the year. The main gain is seen in the cash on hand which has increased from $46,236 to $122,598. The inventories have remained about the same, which probably means both that the store had commenced to reduce the stocks it had bought during the war, in order to be able to take advantage of the lower prices that are certain to come, and also that depreciation has been allowed in the goods on hand, otherwise the inventories would be much larger than one year ago in value, as prices were much higher for the stocks now on hand than those on hand one year ago. The liquid assets remain about the same. The net result is that the excess of liquid assets over current liabilities is $802,802, as compared with $634,163, a gain of nearly $170,000 for the year. The items compare as follows:

Working Capital

Liquid Assets—	1918-9	1917-8
Inventories	$1,202,788	$1,183,383
Acc. rec.	463,810	435,687
Cash	122,598	46,236
	$1,789,196	$1,615,206
Current Liabilities—		
Bills pay.	$ 600,000	$ 610,000
Acc. pay.	267,177	251,826
Mdse. res.	119,217	119,217
	$ 986,394	$ 981,043
Bal. work. cap. ..	$ 802,802	$ 634,163

Good Prospects for Current Year

THE FINANCIAL POST is informed that the business of the store so far this year shows a healthy increase over last year, and it may be concluded, therefore, that if this continues, as it shows every sign of doing, the turnover for the year 1919, will be even larger than for 1918, and the profits, therefore, should show up quite as well. While the store has a fairly heavy load in capital stock of over $4,000,000 and bonds of $1,000,000, it is gradually working into a position where it can safely start payments on the preferred stock. Payments on common, however, look to be several years in the future.

LABOR TROUBLES ALGOMA STEEL CO.

The Lack of Tonnage Affects Operations and Workers Are Up in Arms

The lack of sufficient tonnage on the books of the Algoma Steel Corporation, resulting in short operation at the plant, has caused considerable ill feeling there on the part of the men at the mill. In fact a large meeting was called at Sault Ste. Marie by the men for the purpose of getting information as to why there has been a reduction of employment during the past week at the plant, the impression having got abroad that it was a matter of policy with the corporation to squeeze some of the men out of employment and effect a reduction in wages.

This was effectively answered at the meeting by Captain David Kyle, vice-president of the Algoma Steel Corporation, who had consented to meet the men and explain the industrial situation. He assured the men that the impression that had got abroad among certain workmen, was far from the truth of the matter, and that he realized what it meant for men to be without employment, and he was anxious to distribute the work amongst all as evenly as possible. It is a fact, he said, that the railroads are not ordering rails now, although they were clamoring for rails before the armistice was signed, but he assured the men that there was not any likelihood of the plant shutting down.

No Need of Deputation

The meeting had been called to discuss the advisability of sending a deputation of laboring men to Ottawa to find out why the local steel plant is not getting Government orders. Capt. Kyle endeavored to show the men that there was no necessity for action in that line, as the Government could not force anyone to purchase rails at a fixed price. This, he said, had been done by the United States Government, with the result that railways in the United States had decided not to buy at all, and the steel plants had shut down.

At present certain parts of the steel plant are running on only half time, but the company hopes, in the very near future, that orders will be coming in that will keep the plant going at full strength.

It has been known in the trade generally for some time past that the Algoma Mills were not quoting on orders that would usually have gone to them. In some cases the tonnage asked for was not large enough to place the mills in operation, so no figure was given. The Algoma Mills were full beyond capacity during the war, but have been running very short since finishing their war business.

MAPLE LEAF MILLING

Some interest was displayed this week in the announcement of the Maple Leaf quarterly dividend at 2¼ per cent. and 1 per cent. bonus on common and 1¾ per cent. on preferred. There has been some expectation lately that the common would be moved up to a straight 3 per cent. quarterly basis, but the directors apparently took a conservative view under the present uncertain condition and declared the former dividend, leaving the bonus question to be settled as earnings warrant. The company, whose plants have been idle for the past three months or so owing to lack of export orders, will resume this week. It is not intended to run at full capacity at once, nor is it certain that all the mills will be going, but a start will be made, owing to the receipt of fresh export orders.

DOMINION CANNERS

The fact that there is a very bare market for canned goods at the present time strengthens the opinion that high prices for the products of Dominion Canners may be expected to continue. It is becoming more and more evident that the decline in the market for foodstuffs is going to be very gradual. Canners common has recently been steady around 34½ to 35½.

PICCADILLY
LONDON
Smoking Mixture
The art of blending Tobacco has reached the zenith of perfection in Piccadilly Smoking Mixture.
30¢ PER PACKAGE

GEO. O. MERSON & COMPANY
CHARTERED ACCOUNTANTS
FIDUCIARY AND FINANCIAL ACCOUNTING
LUMSDEN BUILDING
TORONTO

CITY OF SARNIA

Tenders for Debentures

Tenders will be received by the undersigned up to Friday, April 26th, 1919, at 5 o'clock p.m. for the purchase of Debentures to the amount of $111,992.80, as per statement below, payable in equal Annual instalments of Principal and Interest combined, on Dec. 31st, in the years in which the same shall become due, at the Treasurer's office, City of Sarnia.

Delivery and Payment to be made without any deduction at the Bank of Montreal, Sarnia.

Tenders will be received for the whole, or for each lot separately, and accrued interest to date of delivery must be added to the amount of the tender.

The Council reserves the right, whether the tender be for the whole, or for any portion thereof, to sell each lot as they may consider best.

The highest or any Tender not necessarily accepted.

B.L. 978.—Incinerator Plant, $21,092.80. Payable 1919-1926. 6 P.C.	
13 Debentures $1,000,00 each	$13,000 00
8 Debentures, varying sums	8,092 80
Total	$21,092 80
B.L. 1064—Incinerator Plant, $9,000.00. Payable 1919-1928. 6½ P.C.	
4 Debentures, $400.00 each	$1,600 00
3 Debentures, $500.00 each	1,500 00
3 Debentures, $600.00 each	1,800 00
10 Debentures, varying sums	4,100 00
Total	$9,000 00
B.L. 1063—Watermains, $15,000.00. Payable 1919-1933. 6½ P.C.	
5 Debentures, $400.00 each	$2,000 00
4 Debentures, $500.00 each	2,000 00
3 Debentures, $600.00 each	1,800 00
1 Debenture, $700.00	700 00
2 Debentures, $800 00 each	1,600 00
15 Debentures, varying sums	6,900 00
Total	$15,000 00
B.L. 1065—Street Pavement, $11,000.00. Payable 1919-1928. 6½ P.C.	
2 Debentures, $400.00 each	$ 800 00
5 Debentures, $500.00 each	2,500 00
2 Debentures, $600.00 each	1,200 00
1 Debenture, $800.00	800 00
10 Debentures, varying sums	5,700 00
Total	$11,000 00
B.L. 1066—Waterworks, $55,900.00. Payable 1919-1938. 6 P.C.	
38 Debentures, $1,000.00 each	$38,000 00
20 Debentures, varying sums	17,900 00
Total	$55,900 00

All the above have coupons for interest attached, payable annually on Dec. 31st.

JAMES WOODS, City Treasurer.

Every Woman—Child—and Man—
Should Cultivate the Savings Plan

BUY "STANDARD RELIANCE" Debentures issued in sums of $100.00 and up — interest paid on the dot — twice a year. 5½%

A handy and useful booklet on— "PROFITS FROM SAVINGS" which gives some very sound financial advice will be sent to you free on request. Write for it to-day.

STANDARD RELIANCE MORTGAGE CORPORATION
HEAD OFFICE 10-12 KING ST. EAST TORONTO
BRANCH OFFICES AYR, ELMIRA, BROCKVILLE, NEW HAMBURG, CHATHAM, WOODSTOCK

C. W. LINDSAY COMPANY

At the annual meeting of the shareholders of C. W. Lindsay, Limited, the annual report showed that the corporation had experienced the most prosperous year in its history. In view of the fine showing the directors voted a ten per cent. cash bonus to the staff at all branches, payable May 1 next, to all employees who have been in the continuous service of the company since March 1, 1918, and are still in its employ on May 1, 1919.

The usual dividends were declared, viz., 7 per cent. on the preferred shares and 8 per cent. on the common shares, and a large amount carried to reserve account.

THE
BANK OF NOVA SCOTIA
INCORPORATED 1832

CAPITAL, - - $ 6,500,000
RESERVE, - - 12,000,000
TOTAL ASSETS, over 130,000,000

HEAD OFFICE, HALIFAX

BOARD OF DIRECTORS:
Charles Archibald, President
G. S. Campbell and J. Walter Allison, Vice-Presidents
John Y. Payzant — Hector McInnes
Hon. N. Curry — James Manchester
W. W. White, M.D. — S. J. Moore
W. D. Ross — Hon. M. C. Grant

GENERAL MANAGER'S OFFICE, TORONTO
H. A. Richardson, General Manager. J. A. McLeod, Asst. General Manager.

A general banking business transacted. Letters of Credit issued, drafts bought and sold, payable in all parts of the world. Savings Deposits opened by deposit of $1 or over; interest added half yearly.

ESTABLISHED 1875
IMPERIAL BANK
OF CANADA
CAPITAL PAID UP $7,000,000 RESERVE FUND $7,000,000
PELEG HOWLAND, President W. MOFFAT, General Manager
HEAD OFFICE: TORONTO

GOVERNMENT, MUNICIPAL and other
HIGH-CLASS SECURITIES
BOUGHT and SOLD
Correspondence Invited
Address:
THE MANAGER, BOND DEPARTMENT
Toronto
62

LONDON JOINT CITY AND MIDLAND BANK LIMITED
HEAD OFFICE: 5, THREADNEEDLE ST., LONDON, E.C. 2.

	($5=£1.)
Subscribed Capital	$172,144,000
Uncalled Capital	136,281,000
Paid-up Capital and Reserve Fund	71,726,000
Deposits	$1,674,492,000
Cash in hand and at Bank of England	318,780,000
Money at Call and at Short Notice	329,045,000
Investments	308,003,000
Bills of Exchange	196,246,000
Advances on Current and other Accounts	496,068,000
Advances on War Loans	71,091,000

Overseas Branch: 65 & 66, Old Broad Street, E.C. 2.
Sir EDWARD H. HOLDEN, Bart., *Chairman*

OSLER & HAMMOND
Members Toronto Stock Exchange
21 JORDAN STREET, TORONTO
Government and Municipal Securities
Stocks on London, Eng., New York, Montreal, and Toronto Stock Exchanges Bought and Sold on Commission
SIR EDMUND B. OSLER F. G. OSLER
G. T. CHISHOLM H. F. MARRIOTT H. FRANKS

Manufacturers Seeking Locations
The success of your industry depends upon your choice of location.

Complete, up-to-date information on shipping facilities, power rates, labor conditions, raw materials, factory sites, municipal inducements, etc., for every commercial centre in Ontario.

Complete details, plans and photographs of over 60 available vacant factories in Ontario, 1,000 to 100,000 square feet floor space.

Our whole organization is free to bona-fide parties seeking industrial locations.

We can save you time, travel and correspondence. Consult us. It will pay you.

INDUSTRIAL DEPT. HEATON'S AGENCY
Publishers of Heaton's Annual (The Boards of Trade Register), Etc.
32 CHURCH STREET, TORONTO
Phone Main 7105 *Established 1905*

MONEY BANKING AND EXCHANGE

SMALL INCREASE IN CLEARINGS OVER LAST YEAR

Total For All Canada Only Higher by 2 Per Cent.

INCREASE IS IN EAST

Only Three Cities in the West Show a Gain Over Last Year—In the East the Gain is 13 Per Cent.

This week's returns of bank clearings from twenty-five cities reporting show a gain of $5,668,777 over the corresponding period in 1918, and as compared with the previous week are slightly lower. Eastern cities with a total of $214,390,159 show an increase of $24,633,907, or 13 per cent. Hamilton was the only city in the East to report a lower return. In the West the total at $65,208,474 shows a falling off of $18,965,130, or 22.5 per cent. Vancouver, New Westminster and Prince Albert are the only cities in the West to report increases. Winnipeg with a total of $32,394,970, shows a decrease of 35 per cent. Montreal shows a gain of $8,276,835, or 8.8 per cent., while Toronto reports an increase of $13,596,498, or 20 per cent. Following are comparative figures for the week:

WEEKLY BANK CLEARINGS
(In comparison with same week last year)

Eastern Cities

	Apr. 10, 1919	Change	%
Montreal	$ 102,331,556 +	$ 8,276,835	8.8
Toronto	81,272,866 +	13,596,498	20.1
Ottawa	7,544,175 +	1,095,478	17.0
Hamilton	5,148,175 —	65,664	1.2
Quebec	5,226,619 +	831,814	18.9
Halifax	3,800,496 +	36,822	.9
London	3,045,743 +	446,482	17.2
St. John	2,642,573 +	169,843	6.8
Brantford	969,753 +	66,709	7.3
Peterboro	710,136 +	24,144	3.5
Sherbrooke	915,484 +	36,555	4.1
Kitchener	782,583 +	118,391	17.8
Total, East	$ 214,390,159 +	$ 24,633,907	13.0
Windsor	1,149,339		

Western Cities

	Apr. 10, 1919	Change	%
Winnipeg	$ 32,394,970 —	$ 17,454,196	35.0
Vancouver	11,714,291 +	1,167,676	11.1
Calgary	5,478,013 —	1,546,945	22.0
Edmonton	4,139,628 —	691	...
Victoria	2,143,521 —	279,114	11.5
Regina	3,363,611 —	523,449	13.4
Saskatoon	1,875,680 —	142,449	7.0
Moose Jaw	1,402,142 —	64,881	4.4
Ft. William	618,588 —	17,213	2.4
Lethbridge	758,775 —	191,985	20.2
N. Westminster	472,414 +	51,268	12.1
Medicine Hat	435,875 —	46,744	9.7
Prince Albert	410,966 +	83,591	25.5
Total, West	$ 65,208,474 —	$ 18,965,130	22.5
Grd. Total	$ 279,598,633 +	$ 5,668,777	2.0
Yr. to Date	$3,685,797,613 +	$485,049,848	15.1

FUNDS ERRATIC; STERLING STEADIER

Market For New York Funds Has Shown a Good Many Variations During Week

The market for New York funds has been erratic this week, variations having been rather pronounced. The general tone has been strong, each sign of weakness being followed up by a display of buying power that has brought the price back sharply. Apparently there is no sign of any early softening of the rate. During the week the following has been the course of the market:

April 4—Funds opened 2 7-16 to buyer and seller; rose to 2½ and closed strong at 2 9-16.

April 5—Opened at 2 9-16 bid and sold at 2 9-16 to seller; then 2 19-32 to the seller; the high being 2⅝ to the seller.

April 7—Opened at 2 21-32 to the buyer in Montreal and sold there at 2 11-16 to the seller; sales in Toronto at 2⅝ to the buyer, last sale, 2 9-16.

April 8—Opened weaker at 2 17-32 to the buyer; sold at 2⅜ to buyer and seller; then 2 11-32 to the buyer, closing 2⅜ bid and asked.

April 9—Opened at 2⅜ bid, no sellers; sold 2½ each way and closed 2 17-32 to the buyer.

April 10—Opened at 2 17-32 bid; sold at 2 17-32 to the seller; at 2 9-16 to buyer and seller; at 2 19-32 to the buyer; at 2½ to seller and buyer; at 2 7-16 to seller in Montreal and 2 15-32 to the buyer in Toronto.

April 11—Opened at 2 7-16 to the seller; sold at 2 15-32 to the buyer in Montreal and 2½ to the buyer in Toronto.

Sterling and francs have been steadier and have shown a tendency to reach an equilibrium. Opening quotations on each were as follows:

	Sterling		Francs	
	Demand	Cables	Cheques	Cables
Apr. 4.	4.65½	4.66½	5.95	5.93
Apr. 5.	4.66½	4.67½	5.94¼-7	5.92½-5
Apr. 7.	4.64	4.65	5.92	5.90
Apr. 8.	4.65½	4.66½	....	5.92
Apr. 9.	4.64	4.65½	....	5.92½
Apr. 10.	4.64½	4.65¾	....	5.95
Apr. 11.	4.64	4.65¼	6.02	6.00

COMMERCE

The Canadian Bank of Commerce has opened a branch at St. George Street, Moncton, N.B., under the management of the Moncton manager, W. T. White.

H. E. Geddes, who recently returned from military service overseas, has been appointed accountant at the Prince Albert branch of the Bank of Commerce. Prior to going into the army Mr. Geddes was accountant at the Charlottetown branch of the bank.

STERLING

A branch of the Sterling Bank has been established at Minden, Ont., under the management of H. Goddard.

W. Kerr has been appointed manager of the Sterling Bank at Fenelon Falls, to succeed N. L. McNaught, who has resigned.

F. S. Thompson, who was in the profit department at the head office of the bank, has succeeded Mr. Kerr at Kinmount.

T. L. Woods, who was accountant at the Cornwall branch, has ben transferred to the branch at St. Catharines, where he will act in the same capacity.

F. W. Golden, who was ledgerkeeper at the Orangeville branch of the Sterling Bank, has been transferred to the bond department at the Toronto branch where he will act as teller.

G. R. Bradley, manager of the branch at Brookdale, who has been spending several weeks at the head office of the bank, has returned to the West and appointed manager of the Gilbert Plains branch.

T. E. Fletcher, who came East from Regina, has now assumed the management of the Toronto branch, with John Adair, late manager of the Sudbury branch as assistant manager.

DOMINION

Sub-branches of the Dominion Bank have been opened at Craven and Estlin, Sask., under the supervision of the Regina manager. Until further notice the office at Craven will be open on Tuesdays, Thursdays and Saturdays only, and the one at Estlin on Mondays and Fridays.

IMPERIAL

A. O. Murray, of Woodstock, who has been acting manager of the Brantford branch of the Imperial Bank, has been appointed manager of the branch at Aurora. Gordon Duncan will be acting manager at Brantford, pending the return of H. T. Watt from the South.

MONTREAL

In order to conform with an act recently passed by the Provincial Government the branch of the Bank of Montreal at Fraserville will in future be known as the Riviere du Loup branch.

BANK OF ENGLAND

London, April 10.—The weekly statement of the Bank of England shows the following changes:

Total reserve, increased	£ 367,000
Circulation, decreased	28,000
Bullion, increased	161,386
Other securities, decreased	1,246,000
Public deposits, decreased	2,481,000
Other deposits, decreased	7,010,000
Notes reserve, increased	366,000
Gov't. securities, decreased	983,000

The proportion of the bank's reserve to liability this week is 19.50 per cent.;

BANK BRANCHES OPENED IN MARCH

Ninety-six New Offices Were Opened and Only Two Closed

As indicated by returns made to the FINANCIAL POST the Canadian chartered banks opened ninety-six branches during the month of March and closed only two branches. As compared with the month of February the branches opened show a gain of 16 while the branches closed in that month numbered three. Fourteen of the new branches were opened by the Union while the Commerce opened thirteen, Merchants eleven, Montreal ten, Royal eight, Toronto six, Imperial and National five each, Standard four, Provincial, Sterling, Home, Hamilton, Dominion and Nova Scotia three each, and the Molsons and Ottawa one each. Of the two branches closed during the month one was by the Merchants, in Alberta and the other by the Nationale in Quebec. Following is a list of the branches opened and closed during the month:

OPENED

Union—Warsaw, Ont. (sub. to Norwood); Winnipeg, Ellice Ave., West Kildonan, Corydon and Lilac, Main and Mountain, Main and Lansdown; Chauvin, Alta., Sunnybrook (sub. to Hanna), Cessford (sub. to Brooks), Lundbreck (sub. to Cowley), Sedalia, Pollockville, Waterhole, Limerick, Sask.

Merchants—4 in Ontario; 2 in Quebec; 2 in Manitoba; 1 in Alberta; 2 sub-agencies in Saskatchewan.

Dominion — Craven, Sask.; Estlin, Sask.; Agency, New York.

Nationale—5 in Quebec.

Imperial—Welland South, Ont.; Port Robinson, Queenston, Richards Landing: Krydor, Sask.

Royal—Murray River, P.E.I.; Bruce, Alta.; Stalwart, Sask.; Stockholm, Peachland, B.C.; Cueto, Cuba; Pointe-a-Pitre, Guadeloupe; Vladivostok, Siberia.

Commerce—Brighton, Coniston, Niagara Falls Centre, Iroquois, St. Clair and Lansdowne, Toronto; Eastman, Que.; Yarmouth, N.S.; Morell, P.E.I.; Murray Harbor, P.E.I.; Selkirk and McGregor, Winnipeg; Hodgeville, Sask.; Kelvington, Semans.

Ottawa.—Trout Creek, Ont.

Montreal.—Haliburton, Ingersoll, Lakeside, Leamington, Thorold, Whitney Pier, Sydney, Killam, Alta.; Lougheed, Tate, sub-agency to Semans.

Hamilton—1 Ontario; 2 Alberta.

Molsons—Hamilton.

Nova Scotia—3 in Nova Scotia.

Standard—Athens, West Hill, Cavendish, Alta.; Craven, Sask.

Home—Belton (sub. to Thorndale), Iona Station (sub. to Lawrence Station), Middlemiss (sub. to Lawrence Station).

Sterling—Minden, Straffordville, Kelvington, Sask.

Toronto—3 in Ontario, 2 Manitoba, 1 Alberta.

Provinciale—1 Ontario, 1 Quebec, 1 New Brunswick.

CLOSED

Merchants—1 Alberta.

Nationale—Maniwaki, Que.

NEW YORK GETS GOLD BALANCE

Close of a Series of Unprecedented Transactions in Yellow Metal

By Special Representative

NEW YORK.—During the week ending April 5, the Federal Reserve Bank received gold from Canada to the amount of $5,829,000, being the balance of the original total of $52,500,000 which had been earmarked at the Ottawa agency of the Bank of England for the twelve reserve banks. Of this amount $2,010,961 was for the account of the New York Reserve Bank which passed the balance of the shipment through the gold settlement fund. This balance had been held in Canada since August, 1918.

This shipment of gold had no effect on the monetary situation, having previously been included in the reserve of the Federal Reserve Banks.

Marking as it does the close of a series of unprecedented gold transactions involving Canada, the United States and Great Britain, this incident terminates an interesting phase of Canadian American banking relations. Since the beginning of the war the Canadian Finance Department handled for the Imperial Government and the Bank of England close upon two billions in bullion. While during the past year this in exchange of gold has been considerably smaller than was during the early years of the war, in all an enormous amount of specie was handled, amounting during the first three years of the war to twice the amount of gold held in England when the war broke out. Most of this gold shipped to Canada from Great Britain, Asia, Africa and Russia, via Halifax and Vancouver, after passing through the Canadian Mint had eventually found its way to New York.

The extent of this movement of gold to the United States from Canada is indicated in the following synopsis for the years 1914 to 1918:

	From Canada	Total	P.C. Can.
1914	$ 33,823,762	$ 57,387,741	59%
1915	218,910,910	451,954,590	48%
1916	579,337,169	685,990,234	84%
1917	515,044,466	552,454,374	93%
1918	12,703,000	61,066,000	19%

ROYAL BANK OF SCOTLAND
Incorporated by Royal Charter 1727
Paid-up Capital .... £ 2,000,000
Rest and Undivided Profits.. 1,030,470
Deposits 29,202,380

Head Office:
St. Andrew Square, Edinburgh.
Cashier and Gen. Mgr., A. K. Wright.
Secretary, J. B. Adshead.
London Office—3, Bishopsgate, E. C. 2.
Wm. Wallace, Manager.
Glasgow Office—Royal Exchange Square and Buchanan Street.
A. Dennistoun, Agent.
167 Branches throughout Scotland.

Banking business of every description transacted. Deposits received at interest repayable at call or at notice. Drafts, Circular Notes, Letters of Credit and Cable Transfers issued — available throughout the world. Foreign Exchange. Accounts opened and Agency business undertaken for Foreign and Colonial Banks and other financial establishments. Correspondence invited.

6% WITH SAFETY
To investors who are looking for a safe investment yielding 6%, we offer
WILLIAM NEILSON
1st Mortgage 6% Bonds
In amounts of $500 and $1,000 due 1933. Price 100
Neilson chocolates and ice cream are known all over Canada.
The security of a well-established and thriving business is afforded holders of these bonds.
Full particulars on request.
GRAHAM, SANSON & Co
INVESTMENT BANKERS
Members Toronto Stock Exchange
85 Bay Street - - Toronto
Phone M 388

It was a puzzle to me

I had a few dollars in the bank and was saving a little all the time, but without any definite plan. I looked at my neighbors, some of them men of means, and wondered what they did with their money, their extra money, I mean. I supposed they invested it somehow, but how? That was the question and I was too bashful to ask.

One day, however, I read of a man who had been paying an instalment of $87.25 a month for a year and a half and had actually made $136 in interest on his payments during that time, while at the end of the eighteen months he was the possessor of 15 shares Canadian Pacific Railway Company Stock and in receipt of a dividend cheque for $37.50 every three months.

That was $150 a year, made by a small, Systematic Investment account with J. M. Robinson & Sons, Members of the Montreal Stock Exchange, and doing business in Montreal, St. John and Fredericton.

To make a long story short, that ended my puzzle—the answer had been found. I opened a systematic account with that house and my savings are earning the full dividend return of my investment. In a few months I shall have paid for and received a certificate for 20 shares of Dominion Iron Preferred, and my income therefrom will be $35.00 every three months, $140 a year.

You, too, can follow this simple plan. I am sure that J. M. Robinson & Sons will send you their very attractive little booklet explaining the plan if you will drop them a line to 11 St. John St., Montreal, or to Market Square, St. John, N.B.

THE MONARCH LIFE
IS A GOOD COMPANY
HEAD OFFICE — WINNIPEG.

THE STERLING BANK
OF CANADA
The efficient service rendered by the Sterling Bank is evidenced by the confidence that exists between the Bank and its patrons.

NEWS AND VIEWS FOR MANAGERS

RESERVE BANKERS FAVOR CANADIAN BRANCH SYSTEM

Appreciation Recorded at Recent New Orleans Convention

FAVORS SMALL PLACES

Branches Make it Possible to Have Banks Where Individual Institutions Could Not be Sustained

Considerable discussion of the merits of the branch banking system took place at the Convention of the Reserve City Bankers Association, which just closed in New Orleans, according to a local Canadian bank agent, indiscussing the matter with the FINANCIAL POST'S New York correspondent. The system found many advocates among those present and the warmest supporters were Detroit bankers who had been in a good position to observe the workings of the Canadian system close at hand.

"Several of the Detroit bankers pointed out that the branch system was preferable to the system generally in use in the United States," the FINANCIAL POST was told, "first because it gave better service to the business men of the smaller cities, and second because affording as it did, a greater degree of centralized control of credits, it made for commercial and industrial stability. It was pointed out that in the case of a small city, capable of supporting say, three or four either state or national banks, it would be impossible for a corporation or an individual to obtain credit locally, beyond a certain rather restricted limit. If these three or four banks were branches of a large and powerful bank located in a large city, the credit would be limited not by the size of the small town banks' individual business and resources, but by the credit and needs of the would-be borrower. For this reason the advocates of the branch bank at the convention supported the Canadian system."

Favors Smaller Places

What may be a surprise to Canadians and particularly those who dwell in the smaller communities is that in the course of the discussion when many arguments pro and con were adduced the trend of opinion was that the branch system is best adapted to serve the financial needs of smaller cities, incapable of supporting a large number of large and powerful banks. This is a point which most of the opponents and critics of the Canadian system generally overlook. Their complaint has been that the banks have been taking deposits from the small communities and have been sending them to the cities for the benefit of "big business." They have not considered that were it not for the branch system they would have a smaller number of private banks, and that many communities now served by one or two branches would probably not have any at all. And yet if for a moment the fate of the private banks throughout Canada is considered there is ground provided for such a contention. There can be no doubt that a branch bank can be more cheaply operated in many respects than an individual institution giving similar service, and that, therefore, branches which are justified as part of an efficient system can be maintained where an individual bank would not be able to show living profits.

This attitude on the part of American bankers should go a long way to reply to the critics of the Canadian system. At the same time, while our American cousins in the banking field can see the good points of our system Canadian bankers should not close their eyes to advantages which may be found in theirs.—J. W. T.

HAD SAME IDEA

A contribution recently appeared on this page advocating an advertising campaign by the Canadian Bankers' Association to educate the public to a better understanding of the Canadian banking system and Canadian banking service. The same idea has been entertained by the writer of the following:

Editor, THE FINANCIAL POST.

Sir,—I notice in the issue of your very valuable paper March 22nd that the writer advocated the Bankers' Association advertising for the benefit of the public. It was a coincidence that on the 17th of March I wrote the Bank of Toronto, Winnipeg, suggesting that they publish part of Mr. Vere Brown's speech (that stated the bank had the interest of the farmers at heart) in all the local papers where they had branches, as it would give the farmers a better understanding of the banks. I thought it curious that we should both have practically the same idea.

Yours truly,
CUTHBERT FOWLER.

Talbot, Alberta, March 31st.

BUSINESS IDEAS IN FINANCING STOCK RAISING

How American Banks Work to Aid Agricultural Industry

ADVANCED PLANS

Dakota Bankers Discuss Efforts to Improve Quality of Stock and Increase Production of Animals For Market

The argument—the singular can be used advisedly I think—in favor of the American unit banking as against the Canadian branch system, is that the principle of the individual bank tends to a better understanding of the needs and requirements of borrowers and more intelligent treatment of local loan applications. On this point then—for the moment ignoring the counts in favor of the branch idea—managers of Canadian banks can very well give some attention to American methods. One is at once struck with the fact that American banking is, comparatively, lacking in dignity. It has become a business rather than a profession. "Trade" is secured in the shape of accounts very much as a retailer would go after orders and service is sold on a merchandising basis. Further the development of the community becomes a business of the bank. Dealing in money it makes it its business to see that money and more money is produced. This does not only apply to manufacturers but to the farmers or others engaged in whatever industries may be successfully operated in the community. The following for example gives some progressive ideas which have been worked out in connection with campaigns for the improvement and development of livestock production; it is from a paper by A. B. Calahan, before the South Dakota Bankers Association.—J.W.T.

The war has taught us that the only test of the worth of a corporation like a bank or an individual like a farmer is how he can serve the community. To-day the young farmer, who understands how to mix cement, build his own hog house, raise his own feed and produce the pork, is considered to be at the head of a very honorable business, and he should be so considered for the reason that pork will buy pianos for his sisters, help feed the people of foreign lands and even possibly send his brothers to school where they can become educated and even perhaps bankers or lawyers.

Helping the Farmer to Information

Now as the stock-raising is to be put on the plan with other business, then the farmer should be helped to get all the information that they can and the bankers ought to be able to help them. The stock-raiser in this year, 1919, must make his enterprise pay. A good many farmers have, in recent years, been milking cows that did not fully pay for their labor. Also, on account of high prices of feed and the advent of the gas machinery the farmers can only afford to raise the very best horses.

There has been considerable speculation as to the future course of livestock values but at present the predicted shortage of livestock in consequence of the war period drain is materializing. No longer is the country clamoring for cars to get hogs to market, a change occurring over night. It is said that twelve million cattle were destroyed in France alone during the war and the liquidation of the commercial cattle of the country has extended over twenty-five years and the replenishment will occupy as much if not more time, owing to the annual drain to satisfy consumptive needs. Texas, the cattle store house, has had her drought the last few years and large numbers of unmatured cattle have been shipped to markets and taken by the packers, so urgent were their war time demands.

Banishing the Scrub Bull

I think it's a great time for bankers to do everything in their power to banish the scrub bull. The carpenter likes to work with good tools—when a man chops he wants a good sharp axe, so with livestock. Encourage the kind to respond to feed and care and to insure this they must be bred for that purpose. It is said that "he who makes two blades of grass grow where only one grew before" is truly a philanthropist, but not any more so than "he who makes one blade of grass do the work of two" by feeding better livestock. This man is an asset to his community. He becomes a better farmer, a better home builder, a better citizen, a man whose name on your bills receivable means something. He is not a scrub man and he uses no scrub bull. Most of the range states have been affected with the curse of scrub bulls since the infancy of the industry. The only factor favoring the grade bull is the cost and which when measured by inferiority of his progeny renders the investment poor economy. Idaho has placed a ban of exclusion on grade or scrub bulls. This state expects the enforcement of the registered bull law.

Bankers all over the United States say their percentage of loss on sums lent to members of the calf, pig, sheep and poultry clubs is less than in any department of their banking business. This club work is bringing about a splendid social condition in the country and is developing leaders in community affairs. When a boy or girl joins a club a project of some sort is started which makes the club member a proprietor or owner of something which stimulates a pride in achievement and possession.

YOUR WILL TODAY---

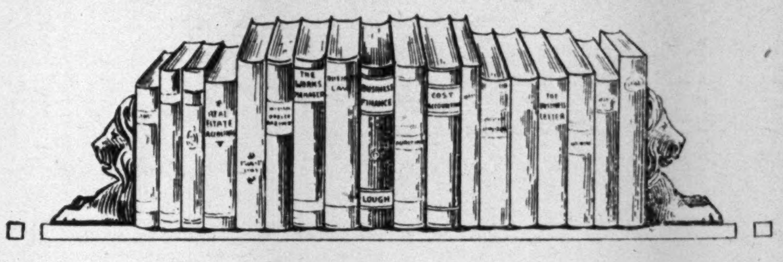
Write your will to-day while you can give it careful consideration and give equal and exact justice to every one who deserves your favor or your support. In planning the best disposition of your assets, do not overlook the advantages of a company specially organized for service as Executor, Trustee, Guardian.

MERCANTILE TRUST COMPANY
of CANADA, Limited
HAMILTON - - - ONTARIO
Cyrus A. Birge, President
S. C. Macdonald, Manager
Major Henry L. Roberts, Vice-President
James Turnbull, Vice-President

Increase Insurance Business by Means of a Business Library

Books other than those strictly on insurance topics are of value to Insurance Men.

Send for list of books in all departments of business and finance to use as Business Builders.



Getting the Most Out of Business. — Every page of this book makes a man stop and think. Specific problems are discussed—advertising, selling, management, getting things done. Business men in important positions all over the country have bought this book, and cannot say too much for it. By **E. St. Elmo Lewis.** 483 pages. Price....$2.50

Business Insurance.—A good book on the adaptation of life insurance to corporations, business firms and individuals. Should be in the hands of all Life Insurance Agents, as it will fully repay them in increased production of this class of business. By **Forbes Lindsay.** 128 pages. Price $2.00

The Agents' Key to Fire Insurance.—Of great value to Agents, Brokers and Special Agents in soliciting and office work. Brings together in one volume information that is often difficult to find, and much that is not obtainable in any other publication. By **Robert P. Barbour.** 300 pages. Price $3.00

Investigators' and Adjusters' Handbook. —An instructive work for investigators and adjusters for casualty insurance companies. A text book on Automobile, Team, General Liability, Workmen's Compensation, Burglary and Theft Insurance. By **Fred H. Rees, LL.M.** 300 pages (Flexible Binding). .. Price $3.00

Life Insurance.—A book which brings together in compact and classified form, the essential facts, principles and practices of the life insurance business, under such headings as "Business Uses of Life Insurance," "Industrial Insurance," "Group Insurance," etc. By **Solomon S. Huebner.** 482 pages. Price $2.50

The Business of Insurance.—A book specially prepared to give the insurance man a comprehensive view of the business in which he is engaged, and to prevent his limiting his opportunities by becoming too narrow a specialist. Is a reading course in insurance that would, if purchased as a correspondence lecture course, cost several times the price. Contains the cream of the experience of many high officials of insurance companies. Edited by **Howard P. Dunham,** of the Aetna Life. In 3 vols. 1550 pages. Price................ $10.. (Half Morocco, $12.50)

Effective Business Letters.—A book which shows just how to write letters that accomplish their purpose. It is difficult to frame a question on the business letter that this book does not answer. By **Edward H. Gardner.** 420 pages. Price $2.00

McAinsh & Co., Limited
The Bookhouse for Business Builders
4 to 12 College Street Toronto, Canada

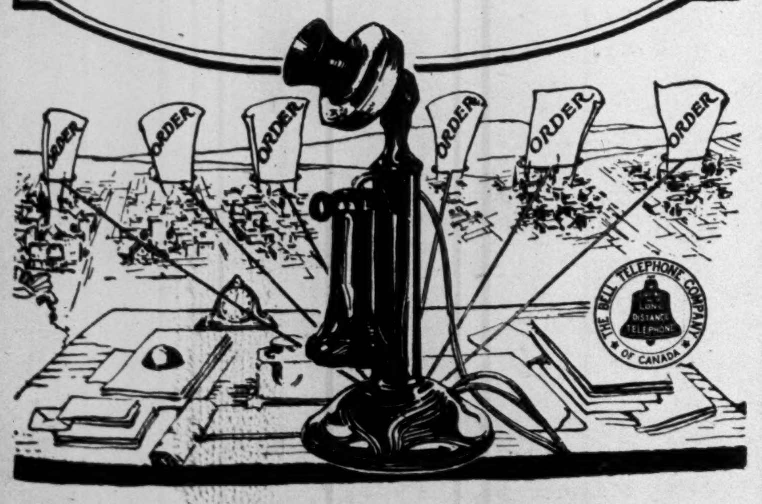
The Book Does It!

Orders just naturally flow to the telephone of the man who **advertises in the Toronto Telephone Directory.**

The Book is consulted more than half a million times a day by the best buyers in the community. No wonder advertising in it brings results! Eighty-five per cent. of our advertisers renew their contracts.

Call **Adelaide 4000** and ask for Directory Advertising Department.

The Bell Telephone Company of Canada



THE·INK·FOR·ALL·PEOPLES

·SHIP ANYWHERE·ANYTIME· ANY QUANTITY BY MAIL·
ROYAL INK POWDER
·SIMPLY ADD WATER· ·NON-CORROSIVE·NON-FADING

From Your Retailer or Send for Samples—

Best for Fountain Pen Use. Sample Quart, Blue Black, 50 cts. Why Pay More?

ROYAL INK COMPANY
11 COLBORNE ST. TORONTO CANADA

INVESTMENT--*Insurance*

GOVERNMENT, PROVINCIAL and MUNICIPAL BONDS assure investment protection by their taxing power and the financial condition of the community.

We offer, subject to prior sale, the following attractive issues, particulars of which we shall be pleased to furnish on request.

Victory Loan - - - -	5½%	1922-1927-1937
Victory Loan - - - -	5½%	1923-1933
Dominion of Canada - - (guaranteeing G.T.P. Ry.)	4%	1962
Government of Newfoundland	6½%	1928
Province of Ontario - - (guaranteeing Hydro-Electric Power Comm.)	4%	1957
Province of Saskatchewan	5¾%	1934
City of Toronto - - - (guaranteeing Toronto Harbor Comm.)	4½%	1953
United Kingdom of Great Britain and Ireland - -	5½%	1937

W. A. MACKENZIE & CO.
TORONTO CANADA

THE FINANCIAL POST

President	JOHN BAYNE MACLEAN
Vice-President	H. T. HUNTER
Manager	GORDON RUTLEDGE
Editor	J. W. TYSON

A weekly newspaper, presenting in a popular manner reliable information respecting investments and financial affairs in Canada.

No paid advertising, other than annual reports of official notices of corporations, will be inserted in the news columns unless marked "Advertisements."

Advertising matter is investigated before publication, and none of known questionable character is accepted Acceptance of advertising will not deter the editorial department from making such comments as the situation may suggest.

No material from news bureau sources submitted for editorial purposes will be published, and no such bureau or individual should be paid any consideration or given any credit for the insertion or inspiration of any item.

ADVERTISING RATES:

Single insertion	$ 2.10 per inch
Yearly insertion	58.25 per inch
Financial Reports, Debenture Notices, etc.	15c per agate line.

SUBSCRIPTION PRICE:

Canada and Mexico	$3.00 per annum
United States	3.50 per annum
Great Britain, Ireland and Colonies having minimum postal rates	12s. 6d.
France and other Countries	16s. 6d.

Subscribers are especially requested to report any instance of delay or non-delivery of THE POST.

PUBLISHED BY
THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 University Avenue, Toronto.
MONTREAL, Southam Building, 128 Bleury St., M. Foster; WINNIPEG, 1207 Union Trust Building, C. W. Byers; BOSTON, 734 Old South Bldg., C. L. Morton; NEW YORK, Room 620, 111 Broadway, R. B. Heustis; CHICAGO, Room 900 Lytton Bldg., 14 E. Jackson St., A. H. Byrne; GREAT BRITAIN—London, The MacLean Co. of Great Britain, Ltd., 88 Fleet St., E.C., E. J. Dodd, Director.

TORONTO, APRIL 12, 1919

BRITISH JUSTICE FOR CORPORATIONS

THE recent decisions of the Privy Council questioning the right of the Ontario Legislature to pass a law making it necessary to obtain the consent of the Attorney-General before taking action against the Ontario Hydro Commission, were the only rulings on the point at issue which could have been expected from that body. On this and other points the highest court of British Justice has refused to make itself party to the programme of confiscatory legislation which has been passed in this Province to aid Sir Adam Beck in the over-riding of private rights and the destruction of the property of investors.

The popular idea which is being encouraged on these matters by the public ownership press can only be described as Bolshevism. The Privy Council has merely sustained the right of British subjects to appeal to British courts, one of the rights guaranteed by Magna Charta—the foundation of British civilization. And yet the Beck newspapers tell the people that the Council is too far away to "get the atmosphere of the Canadian cases" and that the highest tribunal of British law "believes itself superior to the legislation of Ontario."

The only conclusion that can be drawn from such observations is that the Privy Council is above influences of small-time political manipulators and dares to rule justly upon legislative acts which in this day could only be passed in Ontario and Germany.

CAN SIR ADAM BECK RUN TORONTO?

THE history of the Ontario Hydro-Electric has for the most part been a series of triumphs for Sir Adam Beck and his public ownership policy. Seldom has there been any developments to seriously check the "Prussian" career of the domineering power demagogue. The Ontario Legislature obeys his slightest signal and the rights of private corporations involving the properties of investors are treated as "scraps of paper" at his behest. The municipalities follow his lead so blindly that their representatives have been fittingly described as "rubber stamps" by one of their number. Only the Senate and Privy Council have dared stand for justice and the respect of promises set forth in solemn contracts.

With a head-strong confidence born of such success Sir Adam has plunged into Toronto's civic affairs and in a typically high-handed manner is trying to dictate to the Board of Control and the City Council what the terms of the new agreement between the city and the Metropolitan Railway shall be. The advice of the Works Commissioner, of the Finance Commissioner and the City Solicitor—all competent officials who have given much study to the subject—he discards with a lack of consideration that is nothing short of an insult. These officials are not inclined to submit calmly to such treatment. They have prepared a report which absolutely riddles the Beck proposals and refers to the "dishonest attempt to mislead the public." Following are some typical quotations:

> "Your officials deplore the misleading and untruthful references contained in the Hydro-Electric Power Commissioner's statement, and deeply resent the attempt made in it, and at its presentation, by the author, to question the bona fides of your officials."
>
> "Is it not most extraordinary that your officials have not as yet been given an opportunity of discussing in detail the terms of the agreement, as presented, with your Board or the Council?"
>
> "The inference that the proposed agreement confers upon the company perpetual rights on the streets of Toronto, such as those held by the Toronto and Niagara Power Company, under their Dominion charter, is a dishonest attempt to mislead the public."

The question is now fairly up to the Board of Control and the City Council of Toronto. Will they back up their officials and give to the city's affairs sane business administration or will they allow themselves to be made the cheap political tools of the Beck-Church-Telegram combination?

FROM THE INVESTORS' STANDPOINT

ALTHOUGH it is to be regretted that the serious lesson of the Dominion Permanent Loan failure has only resulted in more red-tape regulations instead of provision for intelligent administration of legislation which was already sufficiently wide in its scope to protect investors, the position of the loan and trust companies has not been altered in relation to the public whose confidence they have so long enjoyed. The Government has asked for more information about the affairs of the companies. The trouble has been in the past that there has been rather too much that could not be readily analyzed and too little that could be. What THE FINANCIAL POST asked for was practical business administration — but perhaps that is too much to expect of any Government.

Despite the war conditions, which have raised capital values on the one hand and have restricted the field for loans on the other, thus reducing profits, the mortgage companies have been able to maintain a strong position during the war period. The fact that the Ontario companies have added no less than $5,250,000 to their reserves, which have increased since 1914, from 63 per cent. to 75 per cent. of their aggregate paid up capital, is a striking indication of this. Then too, in the same period, by investments in war loans and similar high-grade securities, the proportion of liquid assets to public liabilities has increased from 27 per cent. to 41 per cent.

Now that conditions are returning to a more normal state, there are already indications of a reviving demand for mortgage loans and more prosperous business for the mortgage companies. The menace of discriminating legislation is a somewhat disturbing feature, but it is not considered that the Western Provincial Governments will be so short-sighted as to seriously interfere with the functions of institutions which have played such an important part in the country's development and whose functions promise to again become a very important factor in agricultural expansion in the immediate future.

THIS MAN IS WORTH MORE

OTTAWA has a new way of making appointments, and also of securing applicants for positions that are opening up there. In the good old days the members of the House had a list of the boys who been faithful during elections. Those who had driven rigs, posted bills, dodged up the back lanes and up the alleys were all remembered. They would not have been good party men for many years had they not received recognition.

For some unknown reason it used to be considered one of the greatest things in the world to get on the Government pay roll. The impression was abroad in the land that it was a good thing, rather easy work, and quite removed from the atmosphere of a sweatshop. And although the wages were never very high, there were always plenty of applicants for every little Government job that turned up. A man who received an appointment that was worth a couple of thousand was indeed quite favored.

But now they advertise for the men that are wanted in the civil service. Here is a sample of one of the better appointments that is opening up now:

> THE Civil Service Commission of Canada hereby give public notice that applications will be received from persons qualified to fill the following position in the Civil Service of Canada:—
>
> **A Commissioner of Immigration—Salary $2,500 per Annum**
>
> 1. A Commissioner of Immigration for the Western District, Department of Immigration and Colonization, at a salary of $2,500 per annum. The office of the Commissioner shall be in Winnipeg. The appointee must be capable of assuming responsibility for the direction, control and supervision of all immigration employees within his territory and for the transaction of all official business arising from the Immigration Act. Candidates must have a good general education, a knowledge of business, together with executive ability and personality. They should produce credentials as to their general experience and qualifications for the position.

Now, a person who can stand up and meet the requirements in the ad. given does not need to go on the pay roll of the Government at $2,500 per year. He can earn a good deal more working for other concerns.

The publisher of a good, bright weekly paper refused to consider applicants for the position of editor of his paper only a few weeks ago because none of them would ask over two thousand a year. There are plenty of shop executives, some of them in very humble capacities, that are making more than $2,500 per year.

The Government can advertise and offer to pay $2,500 a year, but there is nothing to guarantee they will get a man to measure up to the specifications they set forth. They are in reality calling for a $5,000 man, and probably taking a chance that he may be had for half the price.

EDITORIAL NOTES

THE Toronto *Telegram* says that Ontario is still, "in theory at least," ruled by the elected representatives of the people, which leaves room for the observation that in *practice* the elected representatives of the people are bossed by Sir Adam Beck.

* * * * *

IN MONTGOMERY'S "Income Tax Procedure" he describes excess and war profits taxes as "a temporary annex—ugly but essential—to be removed the moment the emergency (which alone justifies its creation) shall have passed," It is now passing.

* * * * *

DURING 1918, twenty-nine electric railway companies in the United States, with over 2,000 miles of tracks, went into the hands of receivers. In 100 cities increased fares to as high as eight cents—have been allowed. The five-cent fare is a thing of the past in the States. The people of Toronto are getting a lot for their money.

* * * * *

AN ANALYSIS of the labor situation leads to the conclusion that if there is any increase in unemployment it is largely due to the fact that people are not working rather than that there is no work to be done. Many workers have been spoiled by war conditions to the extent that they are unreasonable in their wage expectations.

* * *

THE agitation about the price of butter stirred up by Toronto's Bolshevik newspapers with the evident idea of increasing public unrest has been exploded by Cost of Living Commissioner McFall. It is the old law of supply and demand at work, with the producer getting the benefit and the consumer paying the price.

* * *

ONCE a week the Toronto *Globe* runs an industrial page and in connection therewith makes such editorial observations as: "A cheerful outlook on business is a necessary forerunner of the speeding up of the industrial machinery." Anything more damaging to a "cheerful outlook" from the business standpoint than the *Globe's* editorial attitude every other day of the week could hardly be imagined.

BOLSHEVISM A PROBLEM SEVENTY YEARS OLD

Not Produced by Poverty, Unemployment or Autocracy —Must Be Combated by Presentation of Facts, Logic and History

By F. R. G. GORDON
In the Boston "Commercial"

Just now when any politician wants to put anything over, he exclaims: "Look out for the Bolshevik devil or he will catch you, unless you follow me." Or words to that effect.

Mr. Taft thinks that a League of Nations will somehow in some way arrest the growth of Bolshevism. It won't.

President Wilson said that $100,000,000 worth of food would do the job, but neither $100,000,000 nor 10 times that amount will stop the growth of Bolshevism by a single hour.

Bolshevism is no new thing, though it has a new name: It began its appeal to the world way back in 1847 and the men who made it were Karl Marx and Frederic Engels. They did it through the publication of "The Communist Manifesto," a booklet, by the way, that for 60 years has been circulated in Russia and all other great nations.

This famous publication advocated the forcible overthrow of all existing forms of government. It promulgated a sort of a platform for the communists all over the world from which I quote the following:

1. Abolition of property in land and application of all rents of land to public purposes.
2. A heavy progressive or graduated income tax.
3. Abolition of all right of inheritance.
4. Confiscation of the property of all emigrants and rebels. (This means that any citizen who wanted to flee from the land pirates would have any other property confiscated.)
5. Centralization of credit in the hands of the State by means of a national bank with State capital and an exclusive monopoly. (This is just what the Non-Partisan League is doing in N. Dakota.)
6. Centralization of the means of communication and transport in the hands of the State.

The other planks relate to the state establishment of factories, agricultural and industrial armies; equal liability of all to labor; for free trade, etc. And it demands the abolition of all class distinctions; denounces the church as in league with the enemies of the proletariat.

It declares that capital and capitalists "are their own grave diggers." It further declares for the abolition of the family." And declares that the present family is based on capital and private gain, and with the coming of the proletarian revolution the "bourgeois family will disappear."

It declares that the working class "will wrest by degrees, all capital from the bourgeoisie; to centralize all instrument of production in the hands of the state, i.e., of the proletariat organized as the ruling class." And it ends with this statement:

> "The Communists disdain to conceal their views and aims. They openly declare that their ends can be attained only by the forcible overthrow of all existing social conditions. Let the ruling class tremble at a communistic revolution. The proletarians have nothing to lose but their chains. They have a world to win. Workingmen of all countries unite."

I have quoted thus at length merely to show that the Russian bolsheviki movement is using the identical language in thousands of speeches and documents, that Marx and Engels used in 1847.

Later we find Engels the co-worker with Marx saying in his book, "The Working Class of England," this:

> "The proletarians, driven to despair, will seize the torch . . . the vengeance of the people will come down with a wrath of which the rage of 1793 gives no true idea. The war of the poor against the rich will be the bloodiest ever waged. It is too late for peaceful solution. The classes are divided more and more sharply, the spirit of resistance penetrates the workers, the bitterness intensifies, the guerilla skirmishes become concentrated in more important battles, and soon a slight impulse will set the avalanche in motion. Then, indeed, will the war cry resound, 'War to the palaces, peace to the cottages,' but then it will be too late for the rich to beware."

This is the kind of language Lenine and Trotzky, "Big Bill" Haywood, Kaplan and all of the rest are preaching to-day.

Here is a quotation from Robert Hunter, once a candidate for governor of Connecticut, on the socialist party ticket:

> "The ballot is a means. The strike is a means. The bullet is a means. . . . To the man, or class, who know how to use the ballot, the strike and the bullet, victory is near."

The Appeal to Reason (now called the New Appeal) the socialist organ of largest circulation said:

> "Labor demands all the products of its hands—and it is going to have them, let the consequences be what they will. It may cause the slaughter and massacre of millions."

John Spargo, for many years a leader in the socialist party, a former minister in England, now an American citizen, said:

> "When the slaves answer the challenge of socialism and a united war-cry for justice and economic freedom, all who resist them will be swept away as chaff before the fury of the gale. And that, I believe, will be the result. The despoiled and disinherited, urged by the mighty passion of socialism, will rise and enter into full possession of their own, hurling into the dust of oblivion false and unjust religions, State crafts, and political economies."

This is exactly what is happening in Russia under the rule of the Bolshevik.

The Bolshevism of the early days of Marx was called communism, later it was named socialism and in Germany social democracy; but it all means the very same thing.

Socialism has always been a philosophy of destruction. From the day when it began to develop in the brain of Karl Marx, as in all the stages through which it passed toward the finished product, bolshevism, it has always been a revolutionary party of physical force.

It was founded upon class hatred, which had little or no existence outside its founders. It has persisted through all the years since 1847 to pit class against class and man against man, on the theory that by such a propaganda it will be possible to create a reign of terror and the destruction of our present day civilization.

Socialism has always appealed to the lowest and meanest passions of man. It has always invented excuses for its gospel of destruction. It tells the workers how to tear down; but says nothing of how to build up. It points the way to revolution; but it leaves humanity in the dark as to what and how it can construct something in place of that which it seeks to destroy.

Haywood and Frank Bohn say in their joint appeal for the revolution:

> "The social revolution could only end in an immense cataclysm, of which the immediate effect would be to lay waste the earth, and to confine society in a straight waistcoat; and if it were possible that such a state of things should continue only a few weeks, to kill three or four millions of men by an unforeseen famine."
>
> "The workers' government of the future will realize socialism . . . when the worker, either through experience or a study of socialism, comes to know the truth he acts accordingly. He retains absolutely no respect for the property 'rights' of the profit-takers. He will use any weapon which will win the fight. He knows that the present laws of property are made by and for the capitalist. Therefore, he does not hesitate to break them. He knows that whatever action advances the interests of the working class is right."

Here we have the program of socialism in America. It no way differs from bolshevism in Russia. And we have had this kind of bolshevism in America for 35 years. In 1912 the socialist party with this kind of a program cast more than 900,000 votes and 1912 was not a panic year, it was not a year when people were starving, or when food was scarce; it was a year in which the working class saved and invested more than $250,000,000 in the savings banks alone and as much more in other forms of savings, while the immigrant labor of the nation sent a million dollars a day to their relatives in Europe, yet, almost a million men voted for the social revolution.

So, it is not food that will curb the growth of bolshevism either in Europe or America. One of our chief troubles is that we have a lot of doctors who know little or nothing of the problem, but who are anxious to settle it in some old way and maybe desire the credit for the settlement. They will fall, miserably fall.

If a soldier was dying with a couple of bullets in him for want of a surgeon, would it be wise to call in a dozen blacksmiths? This is about what we are doing with the bolsheviki trouble.

Trouble Makers

Hyndman, the greatest of the English socialists said: "We do preach discontent, and we mean, if we can, to stir up actual conflict."

Can anything be more frank? He said this 10 years ago and men like Mr. Taft and President Wilson act as though they had heard of this kind of talk only day before yesterday.

What have our pink-tea socialists of Boston to say to this real socialism; the kind that is preached in Lawrence, Seattle and every other industrial centre in America every day in the year? The kind that has been preached for many, many years all over this country and all other industrial nations.

There is but one method to arrest the growth of bolshevism in America or elsewhere and that is by a continuous education of facts, logic, history and statistics, against it. All that is needed is the whole truth and plenty of it. Every argument, every statement, put out by the revolutionists should be answered right on the spot. It can be and it must be. No greater patriotic service can be rendered the nation than to organize and combat this world-wide bolshevism.

The world-wide discontent, almost entirely manufactured from fiction, is the result of the socialist propaganda for 60 years and is largely due for its results to the fact that the conservative elements of society have watched and waited and nothing else.

We are as unprepared to meet this social discontent as we were unprepared to meet the German armies.

Socialists preach for the social ownership and operation of everything in the matter of wealth production and exchange.

We on our part should constantly show that the things which are already socialized have made a miserable failure all over the world. We should show that socialized railways charge twice as much to carry the freight as private railways charge; we should show and prove, because we can, that whenever and wherever governments have socialized any kind of business, it has added to the burden of the people and especially the working class. Wherever we have done this socialism has gone down to defeat. If we reduced the price of wheat to-morrow from $2.26 down to 26 cents per bushel, it would not affect the growth of bolshevism by even one voter. Let us get through with this fool talk about buying the workers of the world with cheap food and cheaper laws. Just as long as the socialist argument is unanswered just so long will socialism continue to grow. Let's think it over.

PERSONAL

GERALD H. BRUCE, who has been office manager for some time of Oswald Bros., brokers, of Montreal, and has been on the office staff for nine years, has been admitted to partnership in this firm, which is now composed of Malcolm C. Oswald and Mr. Bruce.

H. D. DRING, formerly general passenger agent of the C.P.R., has been appointed European Passenger Manager as from March 1st. It will be recollected that in January Sir George McL. Brown, K.B.E., formerly European manager, was appointed European general manager.

W. A. BLACK, who was added to the board of the Abitibi Power & Paper Company at the annual meeting this week, is best known as vice-president and managing director of the Ogilvie Flour Mills Company. He is also in charge of the Kaministiquia Power Company, which operate in Fort William and Port Arthur, Ont. He also holds the position of President of the Manitoba Cold Storage Company of Winnipeg, and is vice-president of the Keystone Transportation Company, and a Director of the Molsons Bank, the St. Lawrence Investment and Trust Company, and Home Investment and Savings Asociation. He has also taken a leading part in connection with the Montreal Board of Trade and last year occupied the position of president. He was one of the five members who were chosen recently to settle the dispute between the City of Montreal and its firemen and policemen, and added to his reputation by a tactful and comprehensive handling of a rather difficult situation that had culminated in a strike of these two civic bodies.

CHARLES ORRIN STILLMAN, the newly elected president of the Imperial Oil Company, Ltd., who has been promoted from the vice-presidency to fill the vacancy caused by the death of the late Hon. W. J. Hanna, may truly be said to know the oil business from the ground up, having been associated with Standard Oil interests since he started as an office boy during summer vacations, under his father, at Bayonne, New Jersey, in 1880. Two years later he became a regular employee of the company and passed through various departments in the next eight years, gaining a thorough knowledge of many of the practical phases of the industry. In 1890 he went to Buffalo as superintendent of the Standard Oil Company and seven years later became superintendent of the Bushnell Co., at Sarnia, having charge of the construction of the new plant. He was made director and superintendent of the Imperial Oil Company at Sarnia in 1899, general superintendent two years later and assistant general manager in 1910. He has occupied the office of vice-president since 1911 and is, therefore, thoroughly conversant with the company's projects and problems. Mr. Stillman is also president of the Imperial Pipe Line Company, and of the Queen City Oil Company.

GEO. W. ALLAN, K.C., M.P., of Winnipeg, who was added to the Board of the Canada Cement Company at the annual meeting this week, is a leading figure in industrial and financial circles in the West. Mr. Allan is a director of a large number of companies and financial institutions, including the Canadian Bank of Commerce, the Great West Life Assurance Company, the London & Western Canada Securities Corporation, the Northern Mortgage Co. of Canada, the Northern Trusts Company, the Manitoba Bridge & Iron Works, the Prairie Elevator Company, the Beaver Lumber Company, and the John Macgregor Company, Ltd. He occupies the position of president in the Allan Securities Company, Ltd., the G. W. Allan Farming Company, Ltd., the Caledonian Investment Company, Ltd., and the Western Land and Loan Company, Ltd. He also occupies the position of vice-president in the Manitoba Land & Loan Company, Beaver Fire Insurance Company, and Belgo-Canadian Real Estate Company. The advice of Mr. Allan has been sought by a number of other companies and he occupies the position of a member of the advisory board of the National Trust Company, at Winnipeg, and again with the General Financial Corporation of Canada, and the advisory board in Canada of the Netherlands Transatlantic Mortgage Co., and is also a member of the Canadian committee of the Hudson's Bay Company.

APRIL LIST

GOVERNMENT AND MUNICIPAL BONDS

Copy gladly sent on request

A. E. AMES & CO.

Investment Securities

UNION BANK BLDG., TORONTO
Transportation Bldg., Montreal
74 Broadway - - New York

Established 1889

INVESTORS' INQUIRIES

Information under this head is given in answer to direct requests from investors who are readers of THE FINANCIAL POST. Many questions respecting securities are answered by mail direct. We would remind correspondents that it is now necessary to enclose 3 cents in postage stamps to cover postage on answers direct.

INSTALMENT INVESTING

G.B.S., Fonthill—What position does a party who buys stocks or bonds on a partial payment plan occupy supposing the firm with whom he is dealing fails before he had paid in full or before delivery in case full payment has been made?

The points you raise have proved a fruitful source of contrary replies from a number of brokers we consulted. The general position taken was that the broker acts as a trustee for the purchaser of the stock and that the purchaser, even if he has not completed payment would have the right to the script. If there was a balance owing he would have the right to complete payment and take the script, as it did not belong to the broker or bond dealer. If he had paid for it in full he could claim possession, and it would not go to the general creditors.

One of the leading corporation lawyers whom we consulted on the point said: If a client pays for stock or a bond in part, or in full, and this had been pledged as security with the bank, for a loan to the broker, he would have the right to go to the bank and get possession of the stock certificate on payment of the amount loaned on it by the bank. If he had paid in full he would rank as an ordinary creditor for the amount he had to pay the bank to release it. In this case he would probably fare better if his payment had not been completed. The transaction would be a case of the broker acting as trustee for the purchaser of the stock or bond. The case is a very rare one in Canada, and it is said has not happened in Montreal for instance for thirty years.

PROVINCIAL BANK

J.H.L., Ste. Croix, Que.—Would you kindly favor me with your opinion about Provincial Bank's new emission at $110. Would you consider it a good investment?

While the stock was issued at $110 a share the general manager of the bank, Tancrede Bienvenu, informs us that this issue of $1,000,000 new stock has been oversubscribed and that the total amount applied for is $1,820,000. This means that subscriptions of $820,000 cannot be filled. We believe that no stock could now be purchased for $110; the last sale that we were able to learn of was made at $111.50. The general manager states, however, that if you make an application to him he will let you know whether there is any stock for sale and at what price, and we would suggest your doing this at 7 Place d'Armes, Montreal.

UNLISTED BONDS AND STOCKS

Do not buy or sell unlisted securities before obtaining a reliable quotation. We believe we can secure for you the best bids and offerings available and will be pleased to furnish same free on request.

Grant Johnston & Co.
MEMBERS MONTREAL STOCK EXCHANGE.
86 NOTRE DAME STREET WEST,
MONTREAL

RSC INVESTMENT—SERVICE

Fundamental Industries—

Amidst all talk of reconstruction, one thing is clear—the world must have Canada's pulp and paper. The demand for these products is basic and growing.

If you wish to know how good investment opportunities are in pulp and paper Corporation Bonds and Debentures, write us, we will tell you.

"Investment Items" is published by us for Investors. Write for your copy to-day.

Royal Securities
CORPORATION
LIMITED
164 ST. JAMES ST., MONTREAL
58 KING ST. W., TORONTO

In regard to the advisability of this as an investment. We feel that this is a perfectly safe investment. The Provincial Bank is well managed and in the last few years has made very rapid progress and it is now in a strong position. The capital of this has been very small, up to the present, only $1,000,000, with assets of $25,000,000, but this low capitalization is the experience of the American banks rather than Canadian. The stock pays a dividend of 8 per cent., which we regard as sure and would give you a fair return for your money under the present market price. Mr. Bienvenu states that he does not expect to increase the capital again "for ten years."

NATIONAL BREWERIES

H.L., Fort William—Would like your opinion on National Breweries common, the present purchase price and high and low for past year or two; what dividend paid, if any, and your opinion as to a purchase at present time?

National Breweries, Ltd., controlling some thirteen breweries in the Province of Quebec, has not a very illuminating stock market career since it was listed in 1916, particularly as regards the common stock. A few sales of this stock took place in 1916 at 49½, but no more transactions were recorded on the Montreal Stock Exchange until just recently. Trading then opened at 15 and since the stock has sold up to 30; there appears to be a market for it in limited quantities at that figure.

The recent activity has undoubtedly been due to the developments in relation to prohibition in the Province of Quebec and to the increasing possibilities in the direction of wine and beer license. Opinion appears to be that the Quebec vote will favor the wine and beer regulation and this would have a favorable effect upon the affairs of the company, but in how far this has already been discounted in the rise of the market from 15 to 30 points is a matter for conjecture.

SWISS BANK CORPORATION

A Good Year and Dividend Showing Well Maintained

LONDON.—The report of the Swiss Bank Corporation for 1918 announces a proposed new issue of capital. Share capital issued and paid-up is now £3,280,000. It is proposed to increase this to £4,000,000 by issuing to shareholders 36,000 new £20 shares at par. This policy is prompted by the increase in the volume of business to which the report draws attention. Deposits and current accounts at £32,943,515 show an increase on the year of £5,265,331. Bills receivable fell off by £427,902, owing to the scarcity of commercial bills. The year 1918 was a profitable period for the Corporation, net profits at £466,840 being nearly £135,000 higher than 1917. The ordinary reserve is allotted £72,000 to special reserve £58,000, and to the pension fund £12,000, while the statutory participation of directors and managers is £40,604. The dividend is maintained at the 1917 rate of 8 per cent., and the carry forward increased from £36,231 to £58,059.

CANADIAN CREDITS

Subscriber, Belleville. — "Canadian war loans were floated in a large measure to enable us to finance Great Britain's purchases of supplies in Canada. I am curious to know what portion of our total war loan can be said to be protected by Great Britain's debt to us. In other words, is there any part of Canadian war loans that will be paid by Great Britain or must we expect to pay all ourselves?"

There is no information available from official services regarding the relative extent of Canada's credits to Great Britain and Great Britain's to Canada. However, it is quite safe to say that when an adjustment is made it will be found that Great Britain is very considerably in Canada's debt. As Great Britain will doubtless, in due course, pay off this obligation, the monies derived from this sourse will presumably be applicable to the reduction of Canada's war debt.

GRAND TRUNK PREFERRED

M.L., Montreal.—"Does G.T.R. first preferred pay any dividend? If so, please state amount and when payable."

As you have probably noted recently the financial affairs of the Grand Trunk are in an unsatisfactory state as the result of depleted profits due to high cost of operation. On the 1st preference 5 per cent. stock 2½ per cent. was paid in 1916 but nothing in 1917 nor in 1914 or 1915; nothing was paid in 1918. On the guaranteed stock, which has a prior claim for consideration, 4 per cent. was paid until the end of 1916 with the exception of 1914, when 3½ per cent. was paid. This however was evened up in 1916 when 4½ per cent. was paid. Since that time the guaranteed stock like the 1st preferred has received nothing.

CANADIAN $5 BILLS

J.G.M., New Brunswick.—"When and in what total amount were Dominion of Canada five dollar bills issued? Roughly what proportion do they bear to the total note circulation? What security is behind them and to what percentage of their face value? What was the reason for issuing them? Had the banks reached the legal limit of their note issue without satisfying the need for currency? What provision is made for their withdrawal?"

1. The first issue of Dominion of Canada $5 bills was March 31, 1913, and the amount issued in that year was $6,154,047. On February 28, 1919, the amount in circulation was $5,101,075.

2. The total note circulation $112,101,885, so that proportion would be roughly one-twentieth.

3. The security behind them was first gold and securities approved under the Finance Act of 1914, including Dominion, Municipal and other securities.

4. The banks were gradually reaching the limit of their issue. They were authorized to issue up to the limit of their unimpaired paid-up capital. During the crop-moving period they can issue up to 15 per cent. of their unimpaired paid-up capital plus the reserve fund. Since the war, they have had this privilege all the year round, so that the issue of Dominion fives is smaller than formerly. The 1913 Bank Act gave them power to issue against deposits in the central gold reserve.

5. The notes will be redeemed in the ordinary way at the offices of the Assistant Receiver General at different points throughout the country.

INVESTORS' INQUIRIES

L.J.H., Toronto.—"Can you inform me (1) the percentage of duty collected on all dutiable goods imported into the United States during the last two fiscal years and (2) the duty percentage against all imports, free goods included; also the same information with regard to Canada? I want to see which country has the highest tariff."

The following tables will give the information desired. The first statistics are taken from "Foreign Commerce and Navigation of the United States"; the latter are supplied by the External Trade Division, Dominion Bureau of Statistics.

United States

	June 30 1917	June 30 1918
Free Imports	$1,852,530,536	$2,117,555,366
Dutiable do.	814,689,485	747,338,621
Total do	2,667,220,021	2,864,893,987
Duty Collect*	109,801,028	116,577,067
% on dutiable	27.18%	24.11%
% on total	8.31%	6.29%

Canada

	March 31 1917	March 31 1918
Free Imports	$383,622,697	$420,202,224
Dutiable do	461,733,609	542,341,522
Total do	845,356,306	962,543,746
Duty Collect*	109,801,028	116,577,068
% on dutiable	23.8%	22.5%
% on total	13.0%	12.1%

---

*Excluding War Taxes.

LAKE OF THE WOODS

A.G.W., Toronto.—"Can you give me any explanation as to the decline in the market for Lake of the Woods preferred stock since 1916?"

The decline in the market for Lake of the Woods preferred may be taken as a general reflection of the readjustment of investment values in the past couple of years. Practically all high priced preferred stocks have suffered similarly. On the one hand Government war loans have increased the value of capital while on the other industrial securities have lost attractiveness owing to the income taxes imposed by the Government. There appears to be nothing during the period to indicate that the technical position of the company has been impaired. In fact on the other hand increased earnings have resulted in materially enlarged reserves as an insurance policy bearing on the stability of the preferred distribution. In brief it means that the investor of to-day can get a higher return on his money than the man who invested in this class of security in 1916.

CURRENT OPINION

Under this heading are published, for the information of our readers, the views of leading newspapers and individuals.

Their reproduction does not imply their endorsement. On the contrary, the investigations of THE POST'S editors often lead to entirely different conclusions from those quoted below.

THE WISDOM OF JUDGE GARY

American Metal Market

Some men see farther into the future than others. Some men are better able than others to judge what men will do when placed in certain circumstances. An apt illustration of this, as well as a very interesting one, has lately been presented by the Industrial Board of the Department of Commerce in the steel prices it approved and at once urged the public and various Governmental purchasing agencies to pay. The incident should be viewed in the light of what was said in June, 1911. The reference here cited can be consulted at more length in the "Steel and Metal Digest," September, 1911, giving a review of the testimony before the Stanley Committee (House of Representatives) investigating the United States Steel Corporation. June 2, 1911, Judge Gary said:

"I believe we must come to enforced publicity and Governmental control." (Mr. Young: "You mean Governmental control of prices?") "I do; even as to prices, and, so far as I am concerned, speaking for our company, so far as I have the right, I would be very glad if we knew exactly where we stand, if we could be freed from danger, trouble and criticism by the public, and if we had some place where we could go, to a responsible Governmental authority, and say to them: 'Here are our facts and figures, here is our property, here is our cost of production; now you tell us what we have the right to do and what prices we have the right to charge.' I know that is a very extreme view, and I know that the railroads objected to it for a long time."

Everyone who was taking an interest in steel affairs then will recall what excitement this piece of Judge Gary's testimony produced. Judge Gary was criticized from one angle and from another. He was criticized for putting the public in the notion that they had any rights as to steel prices. He was criticized for assuming the possibility of "a responsible Governmental authority" having any sense of justice towards a steel manufacturer.

Less than eight years later this occurs, no one is surprised, and the only criticism the Industrial Board encountered was on the ground of its prices being too high. The incident, moreover, occurred under a Democratic administration, while under a Republican administration suit had been brought for the dissolution of the Steel Corporation.

A REGRETTABLE INCIDENT

Canadian Finance

A British financial writer made a tour of Western Canada during the fall of 1913, and upon his return to England in 1914, a small book was published containing his views upon financial matters pertaining to our Western cities. These views were very clearly summarized in the final chapter of the book, in which the writer states: "The general conclusion at which I have arrived is that the British capital invested in the securities of Canadian Western muncipalities has a good and sure basis in the valuable assets owned by these cities, that interest on debentures will be promptly forthcoming, and that the capital will be repaid."

This was, indeed, a high compliment, but it was a recognized belief in those pre-war days. Since then many changes have occurred, some due to war conditions, others to the inevitable result of that rash desire of municipalities to grow big quick. The day of reckoning was inevitable—the outbreak of war just served to accelerate its arrival. Many municipalities have survived the financial ordeal which followed the dark days of August, 1914, with much difficulty, for the task must be a heavy one. The lesson has been taken to heart. Safe and sane municipal administration should supersede the honest, yet inefficient, methods of days gone by.

Several days ago, those pre-war days of ill-advised municipal undertakings were brought to mind by the report that representatives of the city of Prince Albert had made a settlement with the delegates for the holders of that city's bonds. The maturity of the city's bonded debt was postponed for forty-five years and very liberal concessions in the matter of interest charges were made. It was wisely admitted by the delegates that co-operation and encouragement would be the best policy in the long run.

In referring to Prince Albert, the writer in the book already quoted, stated: "Any money that may be needed should be lent and at a moderate rate. The security is unimpeachable." The last sentence states in a nutshell what the British investor thought of the security for the bonds of a Canadian municipality.

Although the Saskatchewan Government was not legally liable for the Prince Albert bonds, it certainly had a moral responsibility to the bondholders. It did not see fit to shoulder that responsibility and the British investor now realizes that the security for Western municipal bond issues is not unimpeachable. A truly regrettable incident.

Ottawa Gas Company
6% Gold Bonds
Due March 31, 1939
Price 101 and interest to yield over 5.90%

Brandram-Henderson Limited
6% Bonds
Price 94½ and interest to yield 6¼%

Wayagamack Pulp & Paper Company
6% Bonds
Due February 1st, 1951
Price Market to yield about 7%

Descriptive circulars on request

GREENSHIELDS & CO.
Members Montreal Stock Exchange
Dealers in Canadian Bond Issues
17 St. John Street, Montreal
Central Chambers, Ottawa

Bring Your Industry to Hull

ON the left bank of the Ottawa River—famous in the annals of lumbering—opposite the Capital City of Canada, stands Hull.

Hull is destined to be one of the busiest factory cities on the continent. Nothing can prevent its growth because it offers:—

Hydro-Electric power as low as $12 per H.P. per year.
Plenty of labor (population 200,000 within 2½ miles.)
Low fixed assessment on land for 15 years.
Low tax Rate.
Tax exemption for 15 years on improvements.
Cheap factory sites including water-front sites with private power development privileges.
Shipping facilities over 11 steam railway lines and by river and canal to the seaboard and great lakes.

Every condition that makes for economy and efficiency of production is available for the manufacturer who locates in Hull.

In no other Canadian City can be found so many advantages as in Hull, where the City Council has undertaken a policy of consistent encouragement for, and co-operation with, new industries locating within its borders.

There's a lot about Hull that would interest you. Write for illustrated literature which gives all the particulars you would like to have for consideration.

W. F. Hadley
Industrial Commissioner
HULL, CANADA

Æmilius Jarvis & Company
Members Toronto Stock Exchange
CANADIAN GOVERNMENT, PROVINCIAL and MUNICIPAL BONDS
Established 1891
Jarvis Building, 103 Bay Street, Toronto

OTIS & COMPANY
(In Business 20 Years)
The Leading Investment House of Ohio.
Members of all Principal Stock Exchanges.
CANADIAN MUNICIPALITIES and CORPORATIONS are invited to consult with us concerning plans for financing and the distribution of their securities.
OTIS & COMPANY
Investment Bankers
CUYAHOGA BLDG. CLEVELAND

DEALERS IN
GOVERNMENT, MUNICIPAL
AND
CORPORATION BONDS
Correspondence Solicited
A. H. MARTENS & COMPANY
(Members Toronto Stock Exchange)
ROYAL BANK BUILDING, TORONTO, ONTARIO
16 Broadway, New York, N.Y. Harris Trust Bldg., Chicago, Ill

Wanted
PROVINCE OF BRITISH COLUMBIA
and
CITY OF VANCOUVER BONDS
Short date preferred. Wire quantity and price.
ROYAL FINANCIAL CORPORATION LIMITED
Suite 703 Rogers Bldg., Vancouver, B.C.
Capital Paid up $566,220.32
E. B. McDermid, Managing Director

Business Founded in 1795
AMERICAN BANK NOTE COMPANY
(Incorporated by Act of the Parliament of Canada)
BANK NOTES, BONDS, STOCK CERTIFICATES, CHEQUES AND OTHER MONETARY DOCUMENTS
SPECIAL FACILITIES FOR THE PREPARATION OF MUNICIPAL DEBENTURES
HEAD OFFICE and WORKS
OTTAWA
Branches:
TORONTO MONTREAL WINNIPEG

When selecting a Trust Company as an Executor, choose one whose fixed policy is to give
FINANCIAL ASSISTANCE
to Estates being administered by it.
CAPITAL ISSUED AND SUBSCRIBED $1,171,700.00
PAID-UP CAPITAL AND RESERVE 860,225.00
The Imperial Canadian Trust Co.
EXECUTOR, ADMINISTRATOR, ASSIGNEE, TRUSTEE, ETC.
HEAD OFFICE: WINNIPEG
BRANCHES: SASKATOON, REGINA, EDMONTON, CALGARY, VANCOUVER AND VICTORIA

A Trust Company as Executor
Continuity of Service
A Trust Company never dies, never becomes incapable from old age or sickness and efficiently discharges the duties entrusted to its care. It is never "out of town" when important matters require attention.
A Trust Company is always in a position to give all the attention required to properly discharge its duties. As a Trust Company is certain of surviving the longest trusts, there is no fear of the administration passing into the hands of a less capable Executor.
Appoint this Company your executor.
Montreal Trust Company
TORONTO OFFICE: Royal Bank Building.
Sir Herbert S. Holt, President A. J. Brown, K.C., Vice-Pres.
J. F. HOBKIRK, Manager.

THE
STERLING TRUSTS CORPORATION
PROPERTY MANAGEMENT
You should no doubt like to be relieved of all worry and bother in the management of your property and other investments.
Write to-day for booklet "Your Property Income." It is a readable and interesting description of our system of property management.
HEAD OFFICE - TORONTO

NEWS OF THE BOND MARKET

CAUTION THE KEY-NOTE OF MARKET AT PRESENT TIME

While Prices Are Still Firm and Demand is Good, Outlook Doubtful

INFLUENCES AT WORK

Dominion Loan For the Fall, More Provincial Borrowing, etc., Are Coupled With Increased Mortgage Demand

While bond houses with large distributing organizations continue to report pretty fair investment buying throughout the country, there has been a slowing down of business during the past few weeks, which has not unnaturally raised the question as to whether prices have not been advanced too far. Were bonds the sole outlet for accumulating funds there could be no alternative to high prices. For a time this has undoubtedly been the case—at least for many of the large investing agencies—but to-day an increasing demand for mortgage funds is providing another channel for investment, and mortgage loans at 8 per cent., even allowing for heavy administrative charges, look better to some experienced buyers than bonds at from five to five and a half per cent. As bond prices rise it must be axiomatic that the number of prospective buyers diminishes, and, while we are still some distance from the high levels of pre-war financing, the upward movement is bound to become slower and slower unless other investment opportunities contract at the same time.

Investment Buying Good

Good investment buying of all first-class offerings around 5½ per cent. is reported, and dealers claim that they are experiencing no difficulty in placing all the bonds they can secure at this figure. Bonds at lower yields, however, do not sell as readily, and it is obvious that they will move more slowly as long as there is any volume of offerings at the lower price. In the meantime the strength of Victory bonds is still a most encouraging feature, giving confidence to those who are holding on for better prices. It must be recognized that there is always a certain regular demand for bonds, and this demand is larger now than ever before, since there are more bond buyers in the country. So long as the bond supply is light there is no reason for anticipating any pronounced weakening in values.

At the same time it would be as well to move cautiously. Sir Thomas White has already virtually announced another Government loan; it is known that the provinces have still some heavy financing to undertake and there will doubtless be a good many municipal issues between now and the fall. Couple these coming issues with the prospective demand for mortgage loans both on Western farm lands and on new Eastern buildings, and it would look as if the bond supply would be somewhat greater and the buying power somewhat less as the year advances. Under such circumstances the determining factor would evidently be the depth of the popular demand, which has not yet been accurately fathomed.

The U. S. Market

A year ago, commenting on the reduction in the volume of state and municipal financing, "The Daily Bond Buyer" of New York said: "This reflects the extent to which municipalities are postponing unnecessary improvements which would require the floating of bond issues." In a year the situation has turned completely around, and March, 1919, marks the beginning of the most extensive municipal financing programme ever planned by American states, counties and cities. The municipalities have fallen far behind schedule on public works, due to the war. Now they are being spurred on to undertake vast improvements not only by the actual needs of their communities but by the popular feeling that it is up to the states and cities to give the soldiers jobs and support the markets for materials by heavy buying for public account. Last month over $52,000,000 of State and municipal bonds were issued, an unusually large total for March.

According to the records of "The Daily Bond Buyer," the total output of permanent state and municipal issues in March and in the three months' period ending March 31st was as follows:

	March	3 Months
1919	$51,920,194	$ 97,662,932
1918	26,443,277	68,295,072
1917	35,325,126	99,658,068
1916	28,357,595	117,325,715
1915	68,230,533	139,207,498
1914	43,743,711	154,821,324
1913	16,269,972	80,306,181
1912	19,350,000	76,684,797
1911	28,440,217	134,692,671
1910	67,516,310	97,154,893

Saskatchewan Sale

The most important sale of the week has been the $3,000,000 issue of Province of Saskatchewan twenty-year fives. The issue commanded an excellent price, as was anticipated, being awarded at 95.07 to Aemilius Jarvis & Co. and R. C. Matthews & Co. At this figure the yield basis is approximately 5.40 per cent, which is closely in line with other recent sales. There were seven tenders received of which six were for the full amount and one for $1,000,000 with option on the balance. While the latter was the high bid it was not accepted. Following were the offers, prices being for bonds payable both in Canada and New York:

Aemilius Jarvis & Co. and R. C. Matthews & Co.	95.07
National City Co. and Canada Bond Corporation	94.80
G. A. Stimson & Co.	94.78
A. E. Ames & Co.; Brent, Noxon & Co.; Dominion Securities Corporation; W. A. Mackenzie & Co.; Wood, Gundy & Co.	94.35
Housser, Wood & Co.	93.36
Rene T. Leclerc	91.16
Harris, Reid & Co.	*95.27

---

*For $1,000,000, with 15-day option on the balance.

Township of McGillivray

The shortage in good Ontario municipals of the small town and townships variety, which are always in excellent request, was shown by the length of the list of offers received on Monday by the township of McGillivray for its issue of $12,135, ten-instalment sixes. These were awarded at 102.162 to Aemilius Jarvis & Co. Tenders received were as follows:

Æmilius Jarvis & Co.	102.162
Canada Bond Corporation	101.910
W. L. McKinnon & Co.	101.752
C. R. Clapp & Co.	101.710
A. E. Ames & Co.	101.660
Ralph M. Bird & Co.	101.610
J. F. Stewart & Co.	101.592
Turner, Spragge & Co.	101.570
Brent, Noxon & Co.	101.516
Macneill, Graham & Co.	101.470
G. A. Stimson & Co.	101.430
W. A. Dyment & Co.	101.360
C. H. Burgess & Co.	101.230
Wood, Gundy & Co.	101.080
R. C. Matthews & Co.	101.030
Sterling Bank of Canada	100.760
Giles, Thompson & Co.	100.000
J. H. McKay	100.000

Two Western Issues

Two fairly good-sized blocks of Western municipals have been placed recently. The district of Burnaby, B.C., sold an issue of $400,000 five-year sixes to the British-American Trust Co. of Vancouver. Western bond houses figured in the tendering, probably acting for Eastern connections:

British American Trust	99.09
A. E. Ames & Co.	98.79
National Bond Corporation	97.26
MacNeill, Graham & Co. and C. H. Burgess & Co.	97.04
Freeman, Smith & Co.	96.03

The sale by the R. M. of Portage la Prairie of $60,000 twenty-year sixes was significant by reason of the spread between the highest and lowest of six tenders received. The award was made to Wood, Gundy & Co., at 103.38, and following were the bids:

Wood, Gundy & Co.	103.38
Bond & Debenture Corp.	102.25
United Financial Corp.	102.00
W. L. McKinnon & Co.	100.85
A. E. Ames & Co.	100.29
Æmilius Jarvis & Co.	98.02

Two of the blocks of Alberta school district bonds up for sale on Monday, including the districts of Hooper, Forks, Viewfield, Basin Lake and Allenby, were awarded to MacNeill, Graham & Co.

LOAN IS FORECAST

Sir Thomas Intimates That One May Be Necessary

Speaking in the House of Commons on Thursday, the Finance Minister, Sir Thomas White, intimated that it might be necessary to raise another domestic loan later in the year, as credits would have to be established for countries to which Canada desired to sell her products. It has been taken pretty much for granted in bond circles that there would have to be another loan, but the impression is fairly general that it will not be in the shape of a popular loan, as in the case of the two Victory loans, but would probably be underwritten by some powerful syndicate of banks and bond houses. Much would naturally depend on the amount of money sought.

Incidentally Sir Thomas shed some light on the extent of the credits established by Canada during the past few years. Those amounted to something like $500,000,000 and were made up as follows:

On account of hay and oats, etc., $15,000,000; cereal crop, $68,000,000; dairy produce, $38,000,000; foodstuffs, $17,000,000; Munitions Board, $315,000,000; shipbuilding, $2,000,000; railways and canals, $4,000,000; Royal Air Force, $1,800,000; salmon pack, $8,000,000; lumber, $50,000,000.

A resolution providing for a war appropriation of $350,000,000 for this year was passed.

PURCHASERS OF MANITOBA BONDS ARE DISCLOSED

Deputy Provincial Treasurer Announces Who Bought Them

A DISCREPANCY

Unless There Was Another Million Dollar Issue Floated, Mystery Still Surrounds the Sale

The mystery surrounding the private sale or sales of Province of Manitoba bonds early in the year has been cleared up, to a certain extent at least, by an announcement appearing in last week's issue of the "Bond Buyer" of New York. To the "Bond Buyer," Deputy Provincial Treasurer W. R. Ptolemy states that $500,000 5½ per cent. 20-year bonds issued on account of telephone construction were sold to the Huron & Erie Mortgage Corporation of London, Ont., and $500,000 similar bonds, issued on account of good roads were sold to A. E. Ames & Co., Toronto. (It is the latter block that was erroneously reported by the "Bond Buyer" as having been sold to Wood, Gundy & Co.).

While this statement, belated though it is, solves a problem that has been puzzling bond dealers for some time back, it does not entirely settle the difficulty. Unless there was another issue of a million dollar Manitoba bonds, placed in a like mysterious manner, the present presumably official statement by Mr. Ptolemy does not coincide with the anouncement made through the press by Hon. Edward Brown, when the private sale of a million dollar issue was first mentioned. At that time it will be recalled the daily papers carried a Winnipeg despatch reading: "Hon. Edward Brown announces that the Province of Manitoba sold a million dollars' worth of its securities in New York this week and received a record price."

It may be that the Provincial Treasurer was referring to some other issue, the disposition of which has not yet been indicated.

Debentures for Sale

TENDERS will be received by the undersigned up to Wednesday, April 30th, for the purchase of $35,000 6½% debentures of Rosthern School District No. 474, repayable in 25 equal annual instalments of principal and interest. Full particulars on application.

GEORGE BRADEN,
Secretary-Treasurer.

Rosthern, Sask.

ANNUAL MEETINGS

CANADIAN CONSOLIDATED FELT CO., LIMITED

NOTICE is hereby given that the adjourned Annual General Meeting of the Shareholders of the Canadian Consolidated Felt Co., Limited, will be held at the Head Office of the Company, 201 Inspector Street, Montreal, on Tuesday, the 22nd day of April, 1919, at the hour of 3 o'clock p.m., to receive the Report of the Directors, to elect Directors for the ensuing year and to transact such other business as may be brought before the meeting.

By order of the Board,

W. A. EDEN,
Secretary.

Montreal, April 4th, 1919.

Canadian Consolidated Rubber Co., Limited

NOTICE is hereby given that the adjourned Annual General Meeting of the Shareholders of the Canadian Consolidated Rubber Co., Limited, will be held at the Head Office of the Company, 201 Inspector Street, Montreal, on Tuesday, the 22nd day of April, 1919, at the hour of 12 o'clock noon, to receive the Report of the Directors, to elect Directors for the ensuing year and to transact such other business as may be brought before the meeting.

By order of the Board,

W. A. EDEN,
Secretary.

Montreal, April 4th, 1919.

Canadian Pacific Railway Company

NOTICE TO SHAREHOLDERS

THE Thirty-eighth Annual General Meeting of the Shareholders of this Company, for the election of Directors to take the places of the retiring Directors and for the transaction of business generally, will be held on Wednesday, the seventh day of May next, at the principal office of the Company, at Montreal, at Twelve o'clock noon.

The Common Stock Transfer Books will be closed in Montreal, New York and London at 3 p.m. on Tuesday, the fifteenth day of April. The Preference Stock Books will be closed in London at the same time.

All books will be re-opened on Thursday, the eighth day of May.

By order of the Board,

ERNEST ALEXANDER,
Secretary.

Montreal, March 19th, 1919.

Canadian Bonds
Prices to yield
5.20% to 6¼%
Correspondence Invited.
R. C. Matthews & Co.
C.P.R. BLDG., TORONTO

McDonagh, Somers & Co.
Government and Municipal Bonds
Dominion Bank Bldg.
TORONTO
Canada

Conservative Investments

	To Yield
Ont. Hydro-Electric Comm. Bonds	5.20%
City of Toronto Bonds	5.30%
Prov. Saskatchewan Bonds	5.35%
Prov. of Alberta Bonds	5.40%

Further particulars upon request.
Housser, Wood & Co.
Union Bank Bldg. Toronto

WE RECOMMEND
Montreal Tramways & Power Co.
6 % Secured Gold Bonds, Due Mar. 1st, 1924
DENOMINATIONS:
$100, $500, $1,000
A Corporation Bond which by virtue of the "cost-plus" contract between the Montreal Tramways Company and the City of Montreal has much the same degree of security as a Municipal Bond.
Telephone Main 3370 for particulars
R. A. DALY & CO.
Bank of Nova Scotia Bldg.
38 Melinda St.
TORONTO

W. L. McKinnon Dean H. Pettes
GOVERNMENT and MUNICIPAL DEBENTURES
W. L. McKinnon & Co.
McKinnon Building
TORONTO

W. F. Morgan-Dean Geo. R. Harris
WE OFFER
Whalen Pulp & Paper First Mortgage Bonds, due 1st May, 1920, to yield 6¾%.
Morgan-Dean, Harris & Co.
Investment Bankers
Bank of Hamilton Bldg., Hamilton, Ont.

Route Your Shipments CANADIAN NATIONAL

$100,000
MONTREAL TRAMWAYS AND POWER COMPANY,
LIMITED
6½% BONDS
Due March 1st, 1924
Price: 101 and interest
To yield 6.25%.
RENE-T. LECLERC
Investment Banker
160 St. James St., Montreal
Established 1901

Municipal Bonds
We can offer to investors a particularly attractive Municipal Bond on a basis to yield
6¼%
If you are looking for a field for investment giving solid security and an unusually good return, you should investigate this offer without delay.
Write us for full particulars.
C.H. Burgess & Co.
Bank of Hamilton Building
TORONTO

Canadian Government and Municipal Bonds
at rate to yield 5¼% to 6%
Correspondence Invited
CANADA BOND CORPORATION
LIMITED
TORONTO

J. F. Stewart T. K. McNair
DOMINION OF CANADA
Guaranteed
G.T.P. FOURS
DUE JAN 1, 1962
PRICE TO YIELD
5.25%
J.F. Stewart & Co.
106 Bay Street, Toronto
Telephone Adelaide 2991

New Issue
CITY OF PORT COQUITLAM, B. C.
6%—Five Years
Due 18th March, 1924
Price: 100 and Accrued Interest
Particulars on Request
BEAUSOLEIL LIMITED
Financial Agents
112 St. James St., MONTREAL

FIELD OF MUNICIPAL FINANCE

MOOSE JAW HAD SURPLUS FROM 1918 OPERATIONS

Very Fair Showing Made in Last Year's Tax Collection

NET DEBT $5,000,000

Sinking Fund is Only $668 Less Than Required by Law, and Will Soon Be Made Up

MOOSE JAW.—The city's auditors have just completed the audit of the city's books and accounts for the year 1918, and their report is now in the hands of the city commissioners. The total revenue for the year, including taxes and revenue from the two utilities was $1,081,954. With the expenditures of $1,011,674, there remained a surplus of $70,279. Assets of the city are placed at $8,359,272; liabilities at $5,847,645, leaving a surplus of $2,511,625.

Current Assets

The current assets are made up mainly of taxes receivable, which figure up to $680,731.21; these figures include penalties, and it is interesting to note the years over which these arrears of taxes are spread. They are as follows:

	Outstanding Dec. 12, 1918
1912	$ 126.15
1913	6,522.81
1914	12,192.66
1915	104,960.08
1916	130,748.45
1917	162,738.18
1918	263,442.88
Total	$680,731.21

The total tax levy for the year was $771,565.46, of which $508,122.58, or 65.86 per cent. of the levy was collected before December 31.

The total bonded debt of the city is made up as follows:

General debentures	$3,568,436.21
Light and power deben.	838,708.38
Waterworks	1,347,845.82
Total	$5,754,990.41

Net Debt of City

To redeem these debentures the city has invested with the sinking fund trustees a sum of $697.843.67, which makes the net debt of the city $5,057,146.74. The sum invested in the sinking fund is only $668.61 less than required by law, which is a remarkably good showing considering the strenuous years through which this city, along with others in Canada, has just passed through.

It is interesting to note that the current surplus on operations up to December 31 amounted to no less a sum than $385,443.18.

Tax Rate Higher

Owing to a cut of over three million dollars in the assessment, it has been necessary to raise the 1919 tax rate. For public school supporters this will be 34.70 mills, as compared with 28 mills last year; for separate school supporters it will be 47.45 mills, against 36 mills. Gross and net assessments are $26.216,205 and $21,395,773, as compared with the 1918 figures of $29.606.955 and $24.452 055 The municipal levy this year is $487,305, an increase of $52,910. The total levy for all purposes is $806,186, against $760,836.

MAY BUILD MARKET

New Westminster Would Make Bond Issue to Finance It

A small bond issue to finance the construction of a new market was forecast at a recent meeting of the city council of New Westminster, though no definite action was taken. A deputation from the Board of Trade brought the matter up and urged its prosecution. The total cost is estimated at $70,000. Both the Provincial and Dominion Governments will assist, leaving about $50,000 for the city to finance. Of this possibly $20,000 could be raised by the sale of certain harbor equipment. Bonds would be issued for the balance.

BUSINESS TAX DEFEATED

Vancouver Not to be Allowed to Make This Kind of Levy

VANCOUVER—Vancouver taxpayers are not at all pleased at the action of the Provincial Government in turning down the proposed business tax, over which there has been a fight for the past month. The defeat of the measure means that the tax rate this year will have to be fixed at around 30 mills, or that improvements will be taxed on a basis of fifty per cent. of their valuation instead of the customary twenty-five per cent. The proposal of Ald. Kirk, chairman of the finance committee of the Vancouver city council, would have resulted in additional revenue of a half million, which was necessary owing to increased wages and higher operating expenses in all departments of civic administration.

Last year's tax rate was 26.66 mills or 24 mills net, which means that if financial obligations are to be met the rate must be raised four mills. Half of the increased money requirements is needed by the school board, $60,000 will go to the police departments, while the remainder will be distributed among the city departments.

EXEMPTIONS ALLOWED

B.C. Taxation Act Being Amended in Important Particulars

VANCOUVER — A number of amendments to the B.C. Taxation Act were brought down last week in a measure introduced by Finance Minister John Hart. One of these provides that Dominion War Loans are to be exempted and personal property tax is abolished as far as motor cars are concerned. A soldier is given five years' exemption on a preemption recorded after June 26, last year. Losses and bad debts, a subject which was under discussion by the B. C. Manufacturers' Association for some time, are allowed as deductions from the assessment. Premiums from life insurance paid not to exceed one-sixth of the gross annual income of the taxpayer is another item exempted.

Another matter which has been the bone of contention among those companies using borrowed capital from outside the Province, is the income derived by non-residents from interest on loans, salaries and directors' fees where these have been otherwise assessed within the Province, which is now allowed as an exemption. Other incomes of non-residents earned within the Province is now to be specifically made assessable and assessments hitherto made in this regard are validated.

Incomes derived from canneries during 1915 and 1916 shall be assessed and collected as if it had been liable and assessed on the rolls for 1917 and 1918 respectively. Allowances will be made for any taxes which the companies paid in those years.

CHURCH TO BORROW

New Glasgow Congregation Permitted to Issue Bonds

HALIFAX.—Under the title of a bill to amend an act to incorporate the trustees of the First Presbyterian Church, New Glasgow, the trustees of that congregation are empowered to raise a loan of $20,000 for such purposes as they may deem desirable at a rate of 7 per cent. The debentures shall be in sums of $100 and the coupons attached shall bear the name of the secretary for the time being of the trustees. The trustees may sell the debentures from time to time for such sums as they can obtain. It is provided that all moneys so borrowed shall take priority over all mortgages or other encumbrances. They are to run for twenty years, but may be redeemed at any time after three months' notice. It is a new way of financing a congregation—new at least in this part of Canada.

NOVA SCOTIA LOAN

City of Halifax Also Presents Large Borrowing Bill

HALIFAX—The Government has introduced a bill into the Legislature for the borrowing of $553,000, to be used for paying off and retiring debentures of Nova Scotia for a similar amount which will be due on July 1st, 1919. The loan will be free of all Provincial and city taxes and shall not be subject to successive dues.

The borrowing bill from the city of Halifax has been introduced. It provides for $1,750,000, the interest rate being 5 per cent. The purpose of the loan is thus set forth in the bill:

For the construction of addi- of the Water Service, to be borrowed in such amounts and from time to time as the Council determines, not exceeding	$100,000
For the construction of additional sewers, to be borrowed in such amounts and from time to time as the Council determines, not exceeding	$200,000
To defray the cost of additional permanent sidewalks, to be borrowed in such amounts and from time to time as the Council determines and to be expended under the provisions of Chapter 65 of the Acts of 1906, not exceeding in the whole	$200,000
For paving and otherwise improving the streets, to be borrowed in such amounts and from time to time as the Council determines, not exceeding	$1,000,000
Towards the construction of a tuberculosis hospital, to be borrowed in such amounts and from time to time as the Council determines, not exceeding	$150,000
To defray losses or replacements occasioned by the explosion of 6th December, 1917, in addition to the amount authorized in that behalf by Chapter 63, Acts 1918, not exceeding	$100,000

The town of Wolfville has a borrowing bill in the House to enable it to make a loan for $25,000 at 6 per cent., for the purpose of paving streets and sidewalks.

Bridgewater is borrowing $50,000 at six per cent. for permanent street improvements in the town.

Money By-laws

Those investors who wish to keep in touch with the municipal bond market will find this department useful. It aims to be accurate and convenient. THE FINANCIAL POST makes a specialty of municipal bond news. Municipalities will find it to their advantage to send in direct news of contemplated bond issues.

TENDERS WANTED

April 30, Rosthern S.D., No. 474.—$35,000, 6½ per cent. 25-instalment debentures of Rosthern S.D.—George Braden, Sec.-Treas., Rosthern, Saskatchewan. (See page 12).

April 12, Ontario, Province of—$3,000,000 in 3-year 5½ per cent. gold bonds dated April 15, 1919.—T. W. McGarry, Provincial Treasurer, Toronto. (See announcement of complete terms, page 4).

April 26, Sarnia.—$111,992.80 in 6 and 6½ per cent. instalment debentures of varying terms. — James Woods, City Treasurer. (See announcement of complete terms, page 7).

May 3, North Bay.—$22,000 6 per cent., 20-instalment and $4,400 6 per cent., 10-instalment local improvement debentures.—M. W. Flannery, Treasurer, North Bay. (See announcement, page 13).

DEBENTURE NOTES

Newmarket.—At a special meeting of the town council on April 7 the standing committee on finance reported on the proposed sewerage scheme for the town, recommending the issue of $110,000, twenty-five year 5½ per cent. debentures to cover the cost of installing the system. The report was adopted, and the Council is in hopes that the County Council will guarantee the debentures. The by-law in connection with the matter will be presented for the vote of the ratepayers as soon as it can be prepared.

York Township. — At a meeting on April 7 of the Township Council, representatives of School Section No. 14 applied for an issue of $20,000 20-year debentures to cover the cost of a new school for the section. The matter was left over for two weeks to allow the township solicitor and the school trustees time to make further arrangements.

BY-LAWS PASSED OR DEFEATED

Wolford Township.—$15,000 for road-building program passed by ratepayers, 133 to 24, during last week of March.

Merrickville.—$12,000 for cement sidewalks, passed by the ratepayers, with a majority of 24.

York Township.—$200,000 for the purchase of existing lighting systems and their extension, passed by the ratepayers, April 5.

Charlottenburg Township. — $150,000 for permanent roads, passed by the ratepayers, March 24 by 178 majority.

BY-LAWS TO BE VOTED ON

April 16, Moose Jaw, Sask.—$210,000 in 20-year 5 per cent. bonds for electrical extension.

April 15, Sherbrooke.—$542,500 in 20-year 5 per cent. bonds; $100,000 dated June 1, 1919, for pavements; $42,500 dated June 1, 1919, for fire station and $100,000 on June 1 in each of the years, 1920, 1921, 1922 aid 1923 for paving.

April 28, Sarnia.—$81,000 for resurfacing asphalt block pavements of the city.

SASKATCHEWAN

The following is a list of authorizations granted by the local Government Board from March 22nd to March 29th.:

School Districts — xHenrietta, $1,200; Amethyst, $2,000; xSpring Hill, $9,000.

Cities.—Moose Jaw, $200,000.

x To be included in next sale by the local Government Board.

The following is a list of debentures sold from March 22nd to March 29th:—

Telephone Companies.—Mawer, $5,700, to T. P. Taylor, Regina; Blackley, $1,000, to Saskatchewan Mutual Fire Insur. Co.

BOND SALES

$18,050 Asbestos at 77¼ to 76; $2,200 Can. Bread at 94 to 93½; $2,000 Can. Cement at 99¾; $100 Cedar Rapids at 89; $500 Cons. Rubber at 95; $3,000 Dom. Iron at 89½; $500 Dom. Textile "A" at 99; $500 Dom. Textile "B" at 99; $1,000 Electrical Develop. at 92; $7,000 Laurentide at 100; $800 Montreal Trams. at 87; $27,400 Montreal Trams. debs. at 75; $18,300 Montreal (1923) at 101⅝ to 100; $14,000 Nat. Breweries at 96 to 95; $1,000 Ogilvie "B" at 102¼; $100 Penmans at 91; $11,500 Quebec Rly. at 70½ to 70; $10,200 Riordon at 96¼ to 95; $14,000 Steel of Can. at 99 to 98½; $1,200 Sherwin-Williams at 98½ to 96; $27,500 Wayagamack at 89 to 88¾; $230,990 Victory Loan (1922) at 100⅞ to 100¼; $254,950 (1923) at 100¾ to 100⅜; $34,000 (1927) at 103¼ to 102¾; $647,100 (1933) at 104⅞ to 104½; $115,700 (1937) at 106¼ to 105½; $149,700 War Loan (1925) at 99½ to 98; $52,600 (1931) at 99⅝ to 98¼; $121,450 (1937) at 100½ to 99⅛.

WEEKLY RECORD OF GOVERNMENT AND MUNICIPAL BOND SALES

Date	Place and Purpose.	Purchaser	Rate	Term	Amount	Price	Basis
March 29	Mawer, R. T. Co., Sask.	T. P. Taylor, Regina	7%	15-ins.	$5,700	......	....
29	Blackley R. T. Co., Sask.	Saskatoon Mutual Fire Co.	7%	15-ins.	1,000	......	....
April 7	McGillivray Township	Æmilius Jarvis & Co.	6%	10-ins.	12,135	102.162	5.55+
7	Portage la Prairie R. M.	Wood, Gundy & Co.	6%	20-yr.	60,000	103.38	5.70+
7	Burnaby, B.C.	British American Trust	6%	5-yr.	400,000	99.09	6.15+
9	Saskatchewan, Province	Jarvis & Co.; Matthews & Co.	5%	20-yr.	3,000,000	95.07	5.41+

CANADIAN GOVERNMENT MUNICIPAL AND CORPORATION BONDS
Service
Eighteen years of service to investors in Canadian Bonds places us in a position to offer all facilities to aid in satisfactory buying, selling or investigating these securities.
Any inquiry in respect to Municipal, Railroad, Public Utility or Standard Industrial issues of the Dominion of Canada will receive our best attention and advice.
Correspondence Invited.
DOMINION SECURITIES CORPORATION LIMITED
HEAD OFFICE: TORONTO 26 KING ST. E.
MONTREAL ESTABLISHED 1901 LONDON, ENG.

TOWN OF NORTH BAY

DEBENTURES FOR SALE

SEALED tenders will be received by the undersigned up to and including the 3rd day of May, 1919, for the purchase of the following issues of Debentures of the Town of North Bay.

(1)—$22,000.00 Local Improvement Debentures for sanitary sewers, bearing interest at the rate of six per cent. per annum, repayable in twenty equal annual instalments of principal and interest.

(2)—$4,400.00 Local Improvement Debentures for permanent sidewalks, bearing interest at the rate of six per cent. per annum, repayable in ten equal annual instalments of principal and interest.

Delivery to be made at the Royal Bank of Canada,
North Bay, Ont.
M. W. FLANNERY, Treasurer.

HYDRO ELECTRIC POWER COMMISSION OF ONTARIO
**HYDRO—
PROPERTY OF
THE PEOPLE
OF ONTARIO**
YOU are part owner of a great organization having an investment of over 80 million dollars.
You, as a citizen of Ontario, have an interest in every generating plant, every pole, every foot of wire, every piece of machinery and all buildings under the control of the Hydro-Electric Power Commission of Ontario.
You buy electricity from yourself and pay yourself for it.
Your interest in Hydro should not end with the power but extend to electrical appliances as well. The name "HYDRO" goes on appliances only after they have been thoroughly tested in the laboratories of the Commission and proved to be thoroughly reliable.
HYDRO Quality Lamps, for example, are tested for candle power, current consumption, length of life and freedom from mechanical defects. When you light your home with HYDRO Quality Lamps you know that they give their full-rated light, use only the proper amount of current and burn for at least 1,500 lighting hours.
HYDRO-ELECTRIC POWER COMMISSION OF ONTARIO
SOLD BY—
ALL HYDRO SHOPS
HYDRO ELECTRIC POWER COMMISSION OF ONTARIO

SIZE, STRENGTH, LIBERALITY

The Sun Life Assurance Company of Canada, with over $340,000,000 of business in force, has all the advantages that size can bring to a life company.

With assets of over $97,000,000 and surplus of over $8,000,000 it has decided strength and safety.

Its policy, conditions and dividend record have earned for it an enviable reputation for liberality, while its record for fair dealing is unexcelled.

For information as to contracts, communicate with the nearest Division office, or with the Company's Head Office in Montreal.

SUN LIFE ASSURANCE COMPANY OF CANADA
HEAD OFFICE—MONTREAL
T. B. MACAULAY, President

Does Real Estate Pay?

That depends on many things, its management being one of the most important. It can only yield the best return when its management is in capable hands. Our Real Estate Department, in charge of experienced officers and with the most up-to-date equipment, is in a position to give property owners the best opportunity of securing the highest return possible from their properties. Sales, rentals, valuations and general management of all classes of property undertaken at reasonable rates. Write for fuller particulars.

THE
TORONTO GENERAL TRUSTS
CORPORATION
Hon. Featherston Osler, K.C., D.C.L., President. A. D. Langmuir, General Manager. W. G. Watson, Asst. Gen. Manager.
Head Office: 83 Bay St., Toronto

The Independent Order of Foresters

Furnishes a Complete System of Insurance

Policies issued by the Society are for the protection of your Family and cannot be bought, sold or pledged.
Benefits are payable to the Beneficiary in case of death, or to the member in case of his total disability, or to the member on attaining seventy years of age.
Policies issued from $500 to $5,000. For further information and literature, apply to

Benefits Paid 63 Million Dollars

FRED J. DARCH, Secretary W. H. HUNTER, President S. H. PIPE, F.A.S., A.I.A., Actuary
HEAD OFFICE - - - TORONTO

You May Be a Rich Man, Some Day

Opportunities for making money are many, but it takes time for capital to accumulate even under the most favorable conditions. Every man of ability expects in the course of years to have sufficient to ensure to his family during their life time the comforts to which they have been accustomed. Unless an unexpected reverse of fortunes occurs there is little doubt but that you will make money. But "Many things may happen" while the money is being made. This is where Life Insurance comes in and makes available the means that would have been yours if health and life had been spared. You will be rich "some day," if you live, but the insurance policy will anticipate for your family the accumulations of future years and render sufficient means available even should you not survive to realize your ambition.

Is Your Prospective Income Insured?

THE MUTUAL LIFE ASSURANCE COMPANY OF CANADA
Waterloo - Ontario
E. P. CLEMENT, President CHAS. RUBY, General Manager

5½ INTEREST RETURN

INVEST YOUR SAVINGS
In a 5½% DEBENTURE of
The Great West Permanent Loan Co.
SECURITY
Paid-up Capital $2,412,578.81
Reserves 964,459.39
Assets 7,086,695.54
HEAD OFFICE, WINNIPEG
BRANCHES: Toronto, Regina, Calgary, Edmonton, Vancouver, Victoria, Edinburgh, Scotland.

Wages drop when help becomes plentiful, but the individual cost of training new employees remains the same. Ask us how to reduce your labor turnover and increase your profits.

THORNE, MULHOLLAND, HOWSON & McPHERSON
BANK OF HAMILTON BLDG. *Industrial Advisors* TORONTO, ONT.

These Questions Affect *YOU* Can You Answer Them?

1. Will the ending of the war help or hurt the price of such stocks as Baldwin, Bethlehem Steel, Midvale, etc.?
2. Are the coppers "peace" stocks or "war" stocks? What class do the automobile stocks come in? The oils?
3. Among the rails, are the standard dividend-payers or the low priced non-dividend payers the thing to buy?
4. As the war draws to its end, what is likely to be the course of interest rates? How will that affect the price of bonds?
5. Which are the best bonds to hold—the high-income producers or the old line investment issues?
6. Are short term notes or long term bonds the better proposition at present?
7. Does the putting into effect of the new tax law mean a general reduction in industrial dividends?
8. Can the stock market rise in the face of the tight money situation?
9. New influences on security prices are beginning to become operative. Do you know how to go about adjusting your investments so that you will be helped and not hurt?

Questions such as the above are intelligently discussed and definitely answered in every issue of *The Investment Weekly*. Can you afford to be without it?

Send for circular No. 6 and free sample copy or, better yet, send one dollar for ten weeks' trial subscription.

THE INVESTMENT WEEKLY
42 BROADWAY NEW YORK

REAL ESTATE AND INSURANCE

MARCH PERMITS SHOW GOOD GAIN OVER LAST YEAR

But Improvement is Confined Very Largely to the East

TORONTO IN THE LEAD

Out of 25 Eastern Cities Reporting, 18 Record Gain Over Corresponding Month of 1918

That there is a pronounced improvement in building is pretty clearly indicated by the building permit figures issued by the principal cities during the month of March. Thirty-seven centres, including twenty-five Eastern and twelve Western cities, report a total for the month of $2,924,395, which represents the substantial increase of $875,793 over March, 1917. The increase, however, is confined to the Eastern cities, probably on account of more favorable weather conditions in this section of the Dominion.

Glancing over the table which appears below, it may be noted that the gain in the case of the 25 Eastern cities has been pretty general. Thus, in only seven cases has there been a decrease. In the others, gains have been recorded up to $475,896, the showing made by Toronto, where permits for the first time this year exceeded $1,000,000. While no other city approached the Toronto record, some very good increases were shown. Thus Halifax, with a monthly total of $256,775 was $209,000 ahead of last year; Hamilton with $231,120 had a gain of $137,795; Ottawa with $234,540 was $140,070 to the good and Windsor, with $143,925 had an improvement of $71,640.

West Still Lags

Building in the West is still backward and the twelve cities reporting produced a total of only $449,975. This represented a decline from 1918 of $185,353. However, had it not been for Regina's drop of $401,450, the story might have been different. Calgary with a total of $195,400 was $189,000 ahead; Saskatoon with $51,400 was $41,750 ahead, and gains of moderate proportions were also shown by Lethbridge and Brandon. Winnipeg was disappointing. Its March total of $42,700 was $92,950 under the figure for 1918. No report had reached THE FINANCIAL POST Vancouver at time of going to press so that its figures are not included.

Year's Total Jumps

The March gain of close on a million dollars, added to the gain recorded earlier in the year, bring the first quarter's increase up to $1,185,168. If this is maintained, or possibly improved, as the year advances, the 1919 total should be quite satisfactory. The big gain so far belongs to Toronto, where permits for close to two million dollars have been issued, an increase of $620,209. Halifax, where permits have already been issued to the extent of $644,318, a gain of $465,005 comes second. Hamilton, with three-month figures of $595,335 stands third with a gain of $384,878. Other good showings are made by Quebec, $92,144; Kitchener, $105,145; Windsor, $85,950, and London, $54,520. Montreal's permits are running very close to the 1918 figures, the 1919 total of $440,102 being just $5,287 ahead.

In the West losses are more numerous than gains. Calgary is $299,300 behind; Regina $359,100 behind, and Victoria, $80,565 behind. Even Winnipeg is down by $68,650. The best showing is made by Saskatoon, where a gain of $37,795 is recorded, but even here the total for the quarter was only $59,520. The 12 cities reporting show permits for 1919 of $762,120, against a million and a half in 1918. So far as Western Canada is concerned, the revival in building has hardly yet materialized.

MEMORIAL BOULEVARD

Fifty-Mile Driveway Proposed to Encircle Toronto

The project to construct as a war memorial a fifty-mile boulevard which will encircle Toronto, was brought before the Parks' Committee of the city this week by an influential delegation, who asked that a conference be held to discuss plans and consider costs. Plans are partially prepared and some sections of the boulevard, such as at the Humber, completed.

The proposed boulevard driveway will run up the Humber, taking in the present boulevard to about Eglinton avenue, thence diagonally across the northern limits of the city in a north-easterly direction and down the valley of the Don. By some link not yet determined the road will be carried east to Woodbine avenue and to the lake front. The eastern and western connection will be an expensive waterfront and island driveway which will require two bridges over the eastern and western channels.

ALBERTA URBAN PROPERTY

Improvement Noted by Speaker at Dominion Mortgage Meeting

S. B. Woods, K.C., of Edmonton, in the course of his address before the annual meeting of the Dominion Mortgage and Investments' Association recently on legislation in connection with mortgages in Alberta, referred to real estate conditions. He said:

Speaking generally, the position of the mortgagee in regard to urban property is improving; rents are increasing and well-informed persons look for a further increase from 25% to 50% this coming spring. Urban property is now selling fairly freely. The market for houses both for sale and for rental is certainly improving. At the present session of the Alberta Legislature a bill is being introduced by the Minister of Municipalities to enable persons owning property in the city to take care of their tax arrears by spreading the same over a period of ten years and this will undoubtedly help very considerably to enable mortgagors to take care of their properties. There is unquestionably more confidence displayed now in the ability of people to hold their properties than there has been for some years past and, speaking generally, also people are able and willing to pay more money on account of mortgages on their properties than they formerly were. If times continue to improve, it is reasonable to expect that within the next few years all restrictions on foreclosures will be taken off.

During 1918 there were 1,151 fires in Ontario caused by lightning, with a total loss of $513,145; of these 985 were in rural districts, entailing a loss of $491,910.

Building Permits For the Month of March

	Mar., 1919	Mar., 1918		Change	3 mos., 1919	3 mos., 1918		Change
Eastern Cities								
Maritimes—								
Halifax	$ 256,775	$ 47,768	+	$ 209,007	$ 644,318	$ 179,313	+	$ 465,005
Sydney	25,455	45,658	—	30,203	54,495	57,658	+	3,163
St. John	23,350	44,100	—	20,850	36,000	44,100	—	8,100
Quebec—								
Montreal	228,208	241,660	—	13,452	440,102	434,815	+	5,287
Quebec	96,467	22,239	+	74,138	170,192	78,048	+	92,144
Westmount	14,625	.....	+	14,625	14,625	17,000	—	2,375
Ontario—								
Brantford	20,955	8,925	+	12,030	27,880	24,170	+	3,710
Chatham	7,185	210	+	6,975	19,085	3,085	+	16,000
Ft. William	1,275	97,450	—	96,175	6,325	177,450	—	171,125
Galt	21,745	7,640	+	14,105	52,745	7,640	+	45,105
Hamilton	231,120	93,325	+	137,795	595,335	210,457	+	384,878
Kingston	8,535	5,660	+	2,875	19,390	10,855	+	8,535
Kitchener	21,880	14,970	+	6,910	124,140	18,995	+	105,145
London	58,520	29,615	+	28,905	117,845	63,325	+	54,520
Ottawa	234,540	94,470	+	140,070	304,390	119,145	+	185,245
Peterborough	2,990	3,250	—	260	24,530	7,780	+	16,750
Port Arthur	5,457	3,015	+	2,442	9,367	20,440	—	11,073
Stratford	4,690	1,670	+	3,020	10,115	5,190	+	4,925
St. Catharines	23,820	32,205	—	8,385	59,740	43,055	+	16,685
St. Thomas	9,960	1,975	+	7,985	20,825	2,525	+	18,300
Toronto	1,005,560	529,664	+	475,986	1,907,120	1,286,911	+	620,209
Welland	24,950	6,0)0	+	18,920	54,355	31,640	+	22,715
Windsor	143,925	72,285	+	71,640	186,325	100,375	+	85,950
Woodstock	1,400	8,950	—	7,550	4,150	13,625	—	9,475
North Bay	1,133	450	+	683	1,133	450	+	683
Total, 25 East. Cities	$2,474,420	$1,413,274	+	$1,061,146	$4,904,527	$2,958,047	+	$1,946,480
Western Cities								
Alberta—								
Calgary	$ 195,400	$ 5,600	+	$ 189,800	$ 260,900	$ 560,200	—	$ 299,00
Edmonton	2,200	4,411	—	2,211	9,400	22,460	—	13,060
Lethbridge	28,860	2,860	+	26,000	30,510	14,860	+	15,650
Manitoba—								
Brandon	21,200	3,252	+	17,948	25,800	3,502	+	22,298
St. Boniface	4,300	4,400	—	100	6,150	55,900	—	49,750
Winnipeg	42,700	135,650	—	92,950	162,750	231,400	—	68,650
Saskatchewan—								
Moose Jaw	27,500	7,300	+	20,200	29,925	25,900	+	4,025
Prince Albert	3,315	1,770	+	1,545	3,315	1,895	+	1,420
Saskatoon	51,400	9,650	+	41,750	59,520	21,725	+	37,795
Regina	40,700	442,150	—	401,450	87,400	446,500	—	359,100
British Columbia—								
N. Westminster	9,700	4,300	+	5,400	37,775	9,850	+	27,925
Victoria	22,700	13,985	+	8,715	48,675	129,240	—	80,565
Total 12 West. Cities	$ 449,975	$ 635,328	—	$ 185,353	$ 762,120	$1,523,432	—	$ 761,312
Gr. Total 37 Cities	$2,924,395	$2,048,602	+	$ 875,793	$5,666,647	$4,481,479	+	$1,185,168

HOUSE DEMAND IN TORONTO IS NOW VERY BRISK

Houses Are Very Scarce and Good Deal of Building Begun

LAND IS CHEAPER

Relieved in Some Quarters That Present Stringency Presages a Boom in Residential Real Estate

Two instances will tend to indicate the strong demand which now exists in Toronto for houses of moderate value.

A man got an opportunity to buy in the east end a house for $5,500. After he had made the purchase and before the owner had moved out, the latter began looking around for another house in which to live. He then found that while the $5,500 was very fair advance over what he had paid to build his home, he would have to pay much more in order to get a correspondingly good house. He, therefore, at once bought back his house at a $500 advance.

A house in the west end which was bought for $6,000—$500 down—just sold for $8,000 cash. It is true that it was bought when values were depressed. It is true also that improvements in the nature of hardwood floors and sunroom had been made, costing perhaps $500. Yet the $1,500 net advance is undoubtedly large.

A householder on Indian Road recently sold his home for $7,200. He is now, like the man who sold for $5,500, finding it next to impossible to get anything like as good value for that sum.

Remarkable Demand

The demand for moderate priced houses in Toronto is remarkable at the present time. As a result a good deal of building has commenced. This started some weeks ago in the Danforth district as was reported in the FINANCIAL POST. Since then a good deal of building has been undertaken in that district west of High Park avenue and north of Bloor street. There is also a good deal of building going on now in the north end of the city.

These houses, of course, are being built under conditions of existing high prices for material. The builders state, however, that the public has got to become accustomed to this—that houses are going to be sold not on a basis of prices of yesterday but on the basis of to-day and of to-morrow and there does not seem any likelihood that any of these prices will drop. Land is somewhat cheaper than prior to the war. Labor is, of course, very much more expensive and there seems no immediate likelihood of a decline here. All materials are higher and also seem to be holding firm.

The price of materials is, in many cases, resulting in a higher class house being built. Hardwoods, for instance, have not advanced as sharply as the cheaper woods so that builders are looking with more favor on putting in hardwood floors and hardwood trimmings than was the case in pre-war days. These hardwood floors and hardwood trimmings increase the saleability of the house and do not now increase the price proportionately.

Land is Cheaper

Land is the one factor which is somewhat cheaper than in the pre-war days. This is not so much so as was the case. There is comparatively little land buying for speculation at the present time. There is quite a bit of land buying for building purposes, however, and while this is being secured below the 1913 and 1914 market price, it has advanced sharply over the low prices of 1915.

As a case in point there may be instanced a lot on Keele street which previous to the war was held at $95 a foot. It is near High Park Blvd. A builder has recently made an offer for this. He stated that he bought the land next door in 1915 for $62.50 a foot. He offered $65 for the other lot. The owner, however, after making inquiries, stated that the present value is $85 and is holding for that. This is perhaps not a fair example of values for there is comparatively little land on Keele street at the present time.

Builders state that land on Windermere avenue is selling at about $70 a foot now. In the north end quite a bit of buying for building purposes is going on. There is a belief that some of this is being disposed of by companies holding large blocks. They are willing to accept prices perhaps 25 per cent. below the pre-war prices for a certain amount of lots, believing that the building which will be done upon these will stimulate a general demand.

CANADIAN ORDER OF CHOSEN FRIENDS
HEAD OFFICE. HAMILTON, CANADA

The Order furnishes life insurance to members in accordance with the Standard of the Government of Ontario. Sick and funeral benefits are also given if desired.

No charters are granted to Local Councils outside of Canada. Being confined to this healthful Northern Zone, the death rate is small and rates proportionately low. The Order has already paid over five million dollars in death and disability claims, and over five hundred thousand dollars in sick and funeral benefits.

Over 600 Councils in Canada. If there is not one in your locality there should be. For full information write to any of the following officers:

Dr. J. W. Edwards, M.P., Grand Councillor. W. F. Montague, Grand Recorder.
W. F. Campbell, Grand Organizer. J. H. Bell, M.D., Grand Medical Ex.
HAMILTON - ONTARIO

British America Assurance Co.
Fire, Marine, Hail and Automobile Insurance.
HEAD OFFICE - - LONDON
BOARD OF DIRECTORS: W. B. Meikle, President and General Manager; Sir John Aird, Robert Bickerdike (Montreal), Lt.-Col. Henry Brock, Alfred Cooper (London, Eng.), H. C. Cox, John H. Fulton (New York), D. B. Hanna, E. Hay, John Hoskin, K.C., LL.D., Z. A. Lash, K.C., LL.D., Geo. A. Morrow, O.B.E., Lt.-Col. the Hon Frederic Nicholls, Brig.-Gen. Sir Henry Pellatt, C.V.O., E. R. Wood.
Assets, over - - $3,500,000.00
Losses paid since organization, over - $43,000,000.00

Western Assurance Company
Fire, Marine, Explosion and Automobile Insurance.
Incorporated 1851
HEAD OFFICE, TORONTO, ONT.
Assets over - - $6,000,000.00
Losses paid since organization over - - $70,000,000.00
BOARD OF DIRECTORS: W. B. Meikle, President; Sir John Aird, Robert Bickerdike (Montreal), Lt.-Col. Henry Brock, Alfred Cooper (London, Eng.), H. C. Cox, John H. Fulton (New York), D. B. Hanna, E. Hay, John Hoskin, K.C., LL.D., Z. A. Lash, K.C., LL.D., Geo. A. Morrow, O.B.E., Lt.-Col. the Hon Frederic Nicholls, Brig.-Gen. Sir Henry Pellatt, C.V.O., E. R. Wood.

SOLICITORS

TORONTO

BLAKE, LASH, ANGLIN & CASSEL
Barristers, Solicitors, Etc.
Canadian Bank of Commerce Building, Toronto
Cable Address: Blakes, Toronto.
General Solicitors for the Canadian Bank of Commerce, National Trust Company, Limited, etc.

CHARTERED ACCOUNTANTS

EDMONTON, ALTA.
Baldwin, Dow & Bowman, Jackson Block.

5% AND ABSOLUTE SECURITY

Over 200 Corporations, Societies, Trustees, or Individuals have found our Debentures an attractive investment. Terms one to five years.

The Empire Loan Company
Winnipeg, Man.

For the well groomed man
TEXEND BRACES
Finer than the imported
The Dominion Suspender Co. Limited
NIAGARA FALLS, ONT.

There are some who believe that the present conditions preface a boom in residential real estate. There is unquestionably a boom in houses at the present time but that this will extend to land is questionable. Some best informed seem to feel that land will be bought quite freely during 1919 but for building purposes only. They do not believe there will be much speculative buying until late in the year anyway.

The Renting Situation

A lady residing in an apartment house in the district just north of Bloor and east of Yonge street, Toronto, decided last week to clean the curtains on her front window. What was her surprise to have no less than 15 people come to the door of her apartment and ask when they were moving out.

This is not as extreme a case as might be believed. The rental situation in Toronto is such at the moment that those who have to move on the 1st of May are well nigh desperate and are looking eagerly for signs which indicate that a house or apartment will be vacant. They are rushing in to try and secure some place in which to live.

An apartment on Christie street was

Continued on page 15.

COMPANY MAY TAKE DIRECT ACTION

Case in Which Insurance Company Sues Auto Owner For Damages

An important judgment was given recently in Montreal by Mr. Justice Greenshields, declaring an insurance company had a right to take direct action to recover damages incurred on a policy of insurance. In this case the Merchants' and Employers' Guarantee and Accident Company succeeded in recovering from the party who was responsible the amount they had paid out on a claim for a broken plate glass window.

The defendant was Madame L. Brunette, whose automobile had damaged the window of R. Nichola & Company. The insurance company was at an expense of $104.76 for the window and paid this out, then suing the owner of the automobile, instead of an action being brought direct by the person whose property had been damaged. The defendant first attacked the position of the insurance company on the ground that the "alleged transfer or subrogation from the insured to the insurance company was irregular and unfounded." The judge maintained that there could be no subrogation within the meaning and true construction of Article 1,155 of the Civil Code. "The company plaintiff in replacing the glass did not pay the debt of another. It simply paid its own debt, namely, it fulfilled the contractional obligation which it owed to the assured under its policy, and it did not by the written instrument invoked by plaintiff obtain a subrogation within the mean- of Article 1,155."

The learned Judge also sweeps aside the objection that "no direct action lay with the company in the absence of valid subrogation," and in this dissents with a judgment of Mr. Justice Martineau, who has declared in a previous case of the same insurance company that a direct action did not lie. He rules as follows:

> With profound respect for the learned judge's opinion, I am unable to agree, for the following reasons: Article 1053 of our Code is as sweeping and all-embracing as could be any enactment. It imposes upon every one the obligation to repair the damages done to every one by reason of his negligent act. The negligent act with resulting damages gave rise to the right of action. There need not exist any relationship whatever between the parties. It creates an obligation which is nothing more than an expression of natural law, that every one must so conduct himself as not to cause damage to another. In the present case, it is true, the plaintiff was not the owner of the glass which was broken by the negligent act of the defendant, but the plaintiff had incurred an obligation with respect to that glass, and that obligation was—to repair or replace the glass if broken. The glass was broken through the negligence of the defendant and thereupon, and in consequence, the obligation of the plaintiff matured, became exigible, and the plaintiff was forced to fulfil that obligation at an expense or damage to it of $104.76. I am of opinion that under article 1053 a direct action lies against the tort feasor, the author of the damage, and I maintain the plaintiff's action for the amount claimed, $104.76, and costs.

HOUSE DEMAND IN TORONTO IS NOW VERY BRISK

Continued from page 14

rented while the old tenants were still in and when these tenants commenced to move out there were no less than 150 aplications for the apartment with the agent.

A doctor just returned from overseas was told by a friend that he could get a residence which would suit him in the Oakmount district—that the people would be moving out very shortly. He phoned his friend two days later and asked for exact direction to this house. The friend then called up the owner and received the news that there was no use coming out then, that the house had already been rented.

The race is unquestionably to the swift now. Perhaps in Toronto's history there has not been a wilder rush for houses and apartments than at the present time and rentals have of course responded by upward movement.

The course of the upward movement may be judged by considering the case of a renter in the Sunnyside district who wanted to sublet his lease which expired in September. He was paying $45 and had no difficulty in getting $50.

With taxes slightly down and rents decidedly up, holding houses for rental is looking more attractive than for some time. There is a great movement on towards selling however and fewer houses are being offered for rental than in the past season. Of course there comes a question just at this time as to whether a number of the homes which are being held for sale will not, in a few weeks, be put on the market for rent. There does not seem to be any certainty of this however. The demand for houses for purchase is very great. What has been said, of course, apples to the moderate priced houses. For those costing above the $15,000 mark, there is a much smaller demand.

CANADIAN STOCKS

Quotations of listed Securities on the Montreal and Toronto Stock Exchange, with prices at closing on Apr. 10. In stocks listed on both Exchanges prices quoted are those of the market in which a stock the more active (Reserve Funds, Profit and Loss, include all Reserves except "Depreciation.")

BANKS

Capital Stock Outstanding	Reserve Fund	Profit and Loss	Net Earnings % 1917-18	Dividends 1915	Dividends 1916	Dividends 1917-18	Last Dividend Date 1918-19	Rate	Yield to April 3	BANKS	Range 1916 High	Range 1916 Low	Range 1917 High	Range 1917 Low	Range 1918 High	Range 1918 Low	Range 1919 to April 3 High	Date	Low	Date	Close April 11 1918 Ask	Bid	Close April 10 Ask	Bid	Week ending April 10 High	Low	Close	Sales	Montreal Minimum
4,866,666	3,017,333	428,844	13 70	7	7	8				British North America	112	110	112	112	165	112													
15,000,000	15 000,000	1,444,842	19 00	10+2	10+2	10+2	1st Mar.	3	5.85	Commerce	203	183	188	182½	202	183¾	215	Jan. 9	201	Jan. 2	185		205½	205	205½	204⅞	205	42	185
6,000,000	7,000,000	446,503	18 10	12	12	12	1st Apr.	q. 3	5.76	Dominion	220	204	212½	202	209½	199	219	Jan. 20	208	Mar. 27	202		208½	208¼	208½	208¼	208½	115	202
3,000,000	3,500,000	85,114	19 03	12	12	12	1st Mar.	q. 3	6.44	Hamilton	197	246¾	192	184	188⅛	184	209	Jan. 15	183⅛	Feb. 26			186	185	186½	185⅞	185⅞	209	184
4,000,000	3,800,000	62,959	14 87	9	9	9	1st Mar.	q. 2¼	5.12	Hochelaga	149	145	145	140	143	140	148	Jan. 15	147	Jan. 13					148	148	148	84	140
7,000,000	7,000,000	1,204,942	16 92	12	12	12	1st Feb.	q. 3	5.88	Imperial	203	180	200½	185	202½	185	210	Jan 20	202½	Jan. 2			205	204½	205	204½	205	186	185
1,946,806	300,000	145,238	11 15	7	5	5	1st Mar.	q. 1¼	6 32	Home Bank																			
7,000,000	7,000,000	437,973	17 66	10	10	10	1st Feb.	q. 2¾	5.69	Merchants	180	150	170	167	180	169	193	Apr. 3	180	Jan. 2	167			193	193½	192⅞	193½	188	167
4,000 000	4,800,000	248,029	17 80	11	11	11	1st Apr.	q. 3	6 09	Molsons	195	182	186	179½	179⅞	179⅞	200	Jan. 17	179½	Jan. 3			181	179	198	197	198	21	179⅞
16,000 000	16,000,000	1,901,613	16 01	10+2	10+2	10+2	1st Mar.	q. 3	5 71	Montreal	240½	219	234	210	218¾	210	216½	Jan 21	210	Mar. 20	210			212	213	210½	213	110	210
2,000,000	2 000,000	59,965	20 88	8	8	8	1st Feb.	q. 2¼	6.08	Nationale	134	134	149	134	148	148													148
6,500,000	12,000,000	749,694	21 70	14	14	14	1st Apr.	q. 4	5.22	Nova Scotia	261	254	257½	248½	251¼	248	272	Jan. 29	255	Jan. 4			267		267	267	267	2	248
4,000,000	4,750,000	199 855	16 12	12	12	12	1st Mar.	q. 3	5.76	Ottawa	204	202	202	200	206	201	208	Feb. 1	203	Jan. 4									198
14,000,000	15,000,000	535,757	20 06	12	12	12	1st Mar.	q. 3	5.76	Royal	221¼	210	214	208	215	205	214	Jan. 2	205	Feb. 17	208			209¼	209¼	208¼	209¼	284	208
3,500,000	4 500,000	227,326	19 91	13	13	13	1st Feb.	q. 3¼	6.19	Standard	221	211¼	215	200	208⅜	200	215	Jan. 13	209	Feb. 4	200		208½	208	209	208½	208½	130	200
1,216 932	350,000	0.873	15 38	6	6	6	15th Feb.	q. 1½	6.59	Sterling																			
5,000,000	6,000,000	625,623	16 90	11	11	11	1st Mar.	q. 3	6.00	Toronto	215½	190	192	187½	193½	184½	205	Feb. 4	193	Jan. 6		187	200½	200	200½	200	200	86	187
5,000,000	3,600,000	126,298	15 48	8+1	8+1	8+1	1st Mar.	q. 2½	6.25	Union	140	132	142	135	162	137	171	Jan. 7	157½	Feb. 20		146½	162	160	160½	160½	160½	27	136

TRANSPORTATION—RAILWAYS, NAVIGATION AND STREET CARS

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	1916	1917	Last Dividend Date	Rate	Yield		Range 1916 High	Range 1916 Low	Range 1917 High	Range 1917 Low	Range 1918 High	Range 1918 Low	1919 High	Date	Low	Date	Close April 11 1918 Ask	Bid	Close April 10 Ask	Bid	Week High	Low	Close	Sales	Montreal Minimum
27,450 000	8,483,500	50,867,325							Barcelona, T. L. and P.	17	19	17	8	15¼	8¾	13¼	Jan 10	9⅝	Mar. 15			11½	11¼	11¼	10	11¼	665	
106,417,800		7,500,000	5,190,986	4	1	1st Mar. 17	q.1		Brazilian Traction L. and P.	62⅝	43	47¾	31¾	40	32	55¾	Mar 20	50	Feb. 4	35¼	35	53	52½	53	52¼	53	737	32
	10,000,000				6	6	1st Apr.	q. 1½	Brazilian Traction, Pref.																			
12,000,000		6,684,206	5,009,630						Canada Steamships Lines, Com.	45	16	45⅝	29¾	51	39¼	45⅞	Jan. 2	41½	Feb. 2	41⅛	41	43¾		44	43¾	43½	32	39¼
	12,500,000			5¼	19.83	1st Apr.	q 1¾	8.97	" " " Pref	95½	89¾	93¾	71	80	72½	79½	Mar. 14	77	Feb. 13	76⅝	76⅜	78¼	77¾	78¾	77¾	77¾	588	76
260,000,000	80,681,921	271,934,882	233,990,716	10	10	1st Apr.	q. 2½	6.13	Canadian Pacific Railway	182½	163¾	167½	127¾	185	137¾	163½	Feb. 24	160	Jan. 9									
15,000,000		35,326,500	7,978,243	6¾	7¾	1st Mar.	q. 2	6.66	Detroit United	128½	69	128	104¾															102½
3,500,000	1,500,000	3,500,000	576,002		2	2nd Jan.	s. 1	6.45	Duluth Superior Traction Co., Com.	49	37	51	40	42	41	31	Mar. 4	28	Feb. 21			33		31	31	31	10	42
12,331,000		4 562,000	1,726,008	3	3				Illinois Traction, Com.																			35
	7,289,500				6	6	1st Apr.	q. 1½	Illinois Traction, Preferred	91	87¾	89	79	80	80	80	Feb. 1											80
20,000,000		16,381 333				1st Nov.'13	q. 1¾		Mexico Tramways Co.																			
25,206,800	12,603,400	87,369,600	19,911,878	7	7	15th Oct.	s. 3½		Minn., St. P. and S.S.M., com																			
3,394,300		35,608,153	1,256,449	10	10	2nd Jan.	q. 2½	6.66	Montreal Tramways			181	144	150	150													150
9,000,000	4 465,500	14,075,000	2,428 908	5	5	15th Sept.	q. 1¼	6.84	Northern Ohio Traction																			
3,000,000		3,931,666	173,084			1st Oct. '14	p. 1		Porto Rico Railways Co., Com.	49½	30	42	30	37	25¼	35	Feb. 8	33	Feb. 6									
	1,000,000				7	7	1st Apr.	q 1¾	" " " " Pref.	30		80	80															
9,999,500		10,797,000	684,572			15th Jan.'12	q. 1 p		Quebec Railway L., Heat & P. Co.	45	14	35½	14¾	22½	15	22	Mar. 8	16½	Feb. 19	18½	18¼	21¼	21	21½	21	21	190	15
12,000,000		3,730,253	6,675,017	8	8	2nd Jan.	q 1	9.30	Toronto Railway	111	72	90½	58½	63	58	55	Jan. 4	41¼	Mar. 14			42	40	43½	41	41	33	60
22,000,000	3,000,000	20,263,000	1,285,804	6	6	2nd Jan.	q 1	8.33	Twin City, common	101	93⅜	95	63	65½	39½	50	Feb 21	39	Jan. 2	51	50	48	46	46	45⅛	43	77	
9,000,000		10,130,000	1,502,068			1st Jan.'16	q. 2¼		Winnipeg Electric	110	90	81	36	48	48	49	Mar. 3	35	Jan. 16			47½	46	48	48	48	5	48

TELEGRAPH, LIGHT AND POWER UTILITIES

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	1916	1917	Last Dividend Date	Rate	Yield		Range 1916 High	Range 1916 Low	Range 1917 High	Range 1917 Low	Range 1918 High	Range 1918 Low	1919 High	Date	Low	Date	Close April 11 1918 Ask	Bid	Close April 10 Ask	Bid	Week High	Low	Close	Sales	Montreal Minimum
18,000,000		11,149,000	2,286,556	8	8	15th Jan.	q. 2	6.15	Bell Telephone	152	140	150	129	132½	128	130	Jan. 2	129	Feb 17		130	129¼		130	129¾	130	26	130
5,360,700				10	10	1st Apr.	q. 2½	6.66	Consumers Gas	176	160	165½	147	153	144½	152	Feb. 14	149½	Mar. 18	144½		151½	151	151½	150	151½	31	
1,900,000		2,999,813	177,747						Calgary Power																			
41,380,400			1,924,151	5	1½	1st Apr	q. 1½	8.00	Mackay, common	69¼	64½	90	70¾	79¾	72½	79	Mar. 3	71½	Jan. 23	76	75	75½	75	75½	75¼	75½	115	
	50,000,000			4	4	1st Apr.	q. 1	6.15	" preferred	15	15	68	59	65⅜	56⅛	66	Feb. 20	64¼	Jan 28	63	62	66	65	64¾	64⅛	64¾	48	
13,585,000	6,000,000	21,073,833	318 522			30th Dec.'13th	q.1		Mexican Light and Power Co., com					20	18													
63,965,800			1,585,313		4	15th Feb.	q. 1	4.30	Montreal L., H, and Power Cons.			82⅞	67½	88½	68¼	93	Mar. 26	84½	Feb. 1	76⅛	76	92½	92¼	92¾	92⅛	92⅛	1,269	68½
3,499,120		1,275,000	884,525	6	6	1st Apr.	q. 1½	7 31	Ottawa, Light, Heat and Power Co.	95¼	92	92	69¾	86	69	82	Mar. 4	75	Jan. 18					82¼	82½	82½	150	69½
15,000,000		12 8 8 761	2 992 348	7	7	10th Apr.	q. 1¾	5.98	Shawinigan Water and Power Co.	137	126¾	130½	107	118½	105	118¾	Mar. 10	114½	Jan. 13		110½	117¾	117½	117½	116¾	117½	678	107

INDUSTRIALS AND MISCELLANEOUS

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	1916	1917	Last Dividend Date	Rate	Yield		Range 1916 High	Range 1916 Low	Range 1917 High	Range 1917 Low	Range 1918 High	Range 1918 Low	1919 High	Date	Low	Date	Close April 11 1918 Ask	Bid	Close April 10 Ask	Bid	Week High	Low	Close	Sales	Montreal Minimum
5,000,000	1,000,000	5.953,200	632,047	1¾	7	1st Apr.	1¾	11.11	Abitibi Power and Paper, com			58½	48	51½	48	67	Mar. 5	48	Jan. 3									48
6,514,000	7,895,200		525,402						Amer. Cyanamid, com			30	19	35⅞	21													
3,500,000		1.563,666	507,408						Ames Holden McCready Co., com	35	19½	23½	12	28	15	30	Mar. 13	26	Jan. 3				29	28½	28½	28½	18	15½
	2.500,000					1st July '14	q. 1¾		" " pref.	80½	52	61	47	72½	47	77½	Feb. 28	65⅜	Jan. 2			75½	75	75	74	75	240	47
4,265 600				4	4	21st Feb.	q. 1¼	10.63	British Col. Fish, com			56	35	51½	41	49	Jan. 6	46	Mar. 15	50	49	47	46	48	47	47⅝	75	40
7,000,000	2,000,000	1,452,000	607.100		5	7th Feb.	1¼	8.62	Brompton Pulp and Paper, com			59	38	63¼	41¾	61	Jan. 7	56	Feb. 3		46½	57¾		58	58	58	94	39
750,000			721.391	6	6	1st Apr.	q. 2	6.66	F. N. Burt Company, com	88	72	82	65	75	63½	90	Apr. 3	71	Jan. 13			90	83½	90	90	90	10	
	1.975.200			7	7	1st Apr.	q. 1¾	7.36	" " " pref	96	86	93½	86	90	77¼	95½	Mar. 15	90	Jan. 22			95		95	95	95	10	
2,500,000		3,750,000	153,523		2	2nd Jan. '17,	2		Canada Bread, com	30	16½	20	13	24½	16	23½	Jan. 11	18	Feb. 11	17	16	20	19½	69½	19¼	19¼	50	
	1.250,000			7	7	1st Apr.	q. 1¾	7.86	" " pref	90	87	86½	80	83¾	83¼	85	Jan. 18	83	Feb. 13			84	82	82½	82½	82½	10	83
13,500,000		6.839,046	4.002,643	4½	6	10th Jan.	q. 1½	9.23	Canada Cement, com	73	37¾	69⅞	52	69¾	56½	71	Mar. 4	63	Feb. 6	60	59	66¾	66¼	66¼	66¾	65¼	937	57
	10.500,000			7	7	16th Feb.	q. 1¾	7.07	" " pref	9	86	95¾	90	96	90	100	Mar. 7	95	Jan. 2	91				100	99½	99½	110	90
4,975.000		5.222,593	5,830.171			2nd June '14	s. 2		Canadian Car and Foundry, com	75	32	46½	17	38¼	18	32¾	Feb. 25	28	Jan. 2	30	28	31½	30½	31½	31	31	165	18½
	7,500,000					10th Apr.	q. 1¾	7.95	" " " pref	94	1¾	89	49	91	49½	89	Mar. 25	82	Jan. 23	70½	69	90	89	90	89	89½	490	49½
1,733,500		399.000	541,711		3	15th Feb.	q. 1¼	9.80	Canadian Converters	46	34	43	39	50	43	51½	Apr. 3	45	Feb. 6			55	54¾	54	51½	55	931	43
2,715,500		4,688,000	1,948.109	3	4	4th Apr.	q. 1½	8.00	Canadian Cottons, Limited com	65	39	56	46½	70	48½	76	Mar. 14	67	Feb. 20		57	78¼	78	78½	75	78	1,260	48½
	3,661,500			6	6	4th Apr.	q. 1½	7.40	Canadian Cottons, Limited, pref	82½	75½	82	75	77	71	83	Mar. 21	76	Jan. 10	76			81	81	81	81	10	76
1 600.000	1,500,000		1.762.537	3	9	15th Jan.	s. 3		Canadian Fairbanks-Morse, pref.																			
960,000		179,200	1 297,106	10+9	11+3	15th Feb.	q. 3	6.05	Canadian Foundries & Forgings, co	217	170	205	150	213	150	200	Feb. 18	191	Feb. 18									155
	960,000			7	7	15th Feb.	q. 1¾	7.21	" pref	90	85	84	82	97	90	89½	Feb. 13											
1 ,00,000		1.500,000	1,657,324		3	1st Apr.	q. 1½	9.67	Canadian Locomotive Co., com	64½	51	64	52½	69⅛	58	64	Mar. 11	60	Feb. 20			63½	63	63¼	62¾	63	225	58
	1,500,000			7	7	1st Apr.	q. 1¾	7.77	" " " pref	99	81	91½	83	90½	83	91¾	Mar. 18	90	Jan. 14				90	90½	89½	90½	238	84½
2,805,500		9.500,000	4,305,934			15th Oct. '14			Can. Consolidated Rubber, com	91	84	99¾	90	100	98													90
	3,000,000			7	7	31st Mar.	q. 1¾	7 14	" " " pref	97	91	99¼	95	98	97	98	Jan. 16	97	Feb. 7									97
8,000,000			5.122,776	8	8	1st Apr.	q. 2	7.69	Canadian General Electric, com	121	108	115½	99½	106	99½	105	Apr. 3	101½	Mar. 18	102½	101	107½	107	107⅝	105	107¼	991	101½
	2,000,000			7	7	1st Apr.	s. 3½	6 36	" pref	112	110	106	94½	110	100													
1,200.000		465 500	573,116						Carriage Factories, Limited, com	44	29¾	25	9¼	17	15													15
	1,200,800					15th July '15	q. 1¾	10.00	" " " pref	75	60																	58
565,000		55 114	159,507	4		1st Oct.'16	q. 2		City Dairy, com	98	89	30	30	50	30	55	Mar. 19	48	Jan. 28				55	55	54½	55	21	30
	700,000			5¼		2nd Jan.	q. 1¾	7.65	" " pref	100½	92	70	60	87	60	91	Mar. 25	84	Feb. 18				91	91	91	91	10	
6 500,000			3,025,307	8+12	9½+2	15th Feb.	q. 2	6.50	Dominion Bridge Co.	231½	160	170	125	128	123	123	Jan. 13											123
796,300		1,179,410	1.472,221			1st Apr.'14	q.		Dominion Canners, com	22	15	26	19	43	40	39⅞	Mar. 4	34	Mar. 14	24¼		35½	35	35½	34½	35½	171	23¾
	2.290,600				7	1st Apr.	q. 1¾	8.43	" pref	65	61½	78	65	81	65	85½	Mar. 8	76	Jan. 10			84	83	83½	83	83	28	
37,097,700	7,000,000	21.206.777	15,562,286		4½	1st Apr.	q. 1½	9.83	Dominion Steel Corporation, com	82	43	71¼	50¾	65	53	62½	Jan. 3	58¾	Feb. 3	60	59¼	61¼	60½	61⅞	51	61¼	3,420	52
	5,000,000	13 861 880		7	7	1st Apr.	s. 1¾	7.29	Dominion Iron and Steel, pref.	105	90	95	87½	98	88	96½	Mar. 13	93½	Jan. 2	92½	91	98	96	96	96	96	35	88
15,000,000	3,000,000	6 162 000		7	7	1st Feb.	q. 1¾	7.21	Dominion Coal, pref	99	93	96½	85	95	94¾	98	Feb 3	96½	Feb. 27									94¾
5,000,000		3,267.500	2,189,194	6	7	1st Apr.	q. 2	7.27	Dominion Textile, com	90½	74½	89	76½	100½	80¾	110¼	Apr. 3	100	Feb. 5	85⅝	85½	111¾	111	112	109½	111	1,686	80¾
	1,940,600			7	7	15th Jan.	q. 1¾	6.66	" " pref	105	101	105	99½	102	100	108	Mar. 14	101	Jan. 15									100
2,250,500		1,150,000	520.221						Goodwins, Limited, com	40	40			15	11	12¾	Feb 26	10	Feb. 5									
	1,750,000					2nd July '14	q. 1¾	11.66	" " pref	75	40	45	45	45	45	60	Mar. 1	45	Jan. 11									45
747,560		210,000	1,360,336	6	6	2nd Apr	q. 1½	6.00	Goulds Manufacturing Co., com			100	100	100	100													100
	747,500			7	7	2nd Apr.	q. 1¾	7 00	" " " pref			100	100	100	100													100
6 267,005	500,000		1,009,017						International Petroleum			15.30	11.60	20.50	13.00	23.00	Feb 21	19 25	Jan. 8	14.37	14.13		29 00	31.00	22.75	31.00	770	
40,000,000		8,294,000	4,541						Lake Superior Corporation			24	10½															
2,100 000		900,000	978,797	8	8	1st Mar.	q. 3	7.59	Lake of Woods Milling Co., com	136½	122	130	120	169	120⅛	165	Jan. 14	157	Mar. 26			167		162½	160	162	96	120⅛
	1,500,000			7	7	1st Mar.	q. 1¾	6 60	" " " pref	129	116	116	116	110	100	106½	Jan. 16	106	Jan. 17					106	106	106	40	
9,600,000		620,615	2,425,548	8	10	1st Apr.	q. 3	5.82	Laurentide Co.	217½	176	195	152	198	152	209½	Feb. 20	192	Jan. 10	155	154½	207	206¾	207½	206	207	645	152
1,750,000	1,300,000	1,038,600	365,852		2	10th Apr.	2		Lyall Construction Co., com	93	25	80	53	85½	63	64	Apr. 2							68	68	68	2	62
3,000.000	1,766,800		190,908			30th June '13			A. Macdonald Co. com	19½	10	15½	8	23	13½	25	Feb. 26	21½	Jan. 10	15	14½	23½	23	23	23	23	5	13½
2 500,000			2 072,508	9	22½	18th Jan.	q.2½+1	7.40	Maple Leaf Milling, com	122	100	115	90	140	91	142	Mar. 3	121¾	Jan. 30	94½	93½	138½	137½	139¾	136½	138½	1,320	88½
	2,500,000			7	7	18th Jan.	q. 1¾	7.07	" " " pref	108	93	103	91¾	98½	91½	101½	Apr. 1	96¼	Jan. 8	93	91¾		100½	100¾	99	100½	145	
2.949,600		774,689	2,420,384	4	4	15th Mar.	q. 1	6.25	Montreal Cottons, Ltd., com	63	50	58½	49	61	50	65	Mar. 15	58⅜	Jan. 9			71½	70	72½	66	72¼	165	50
	3,000,000			7	7	15th Mar.	q. 1¾	5.79	" " " pref	115	99	103	99	100	99½	103	Mar. 15	100	Jan. 17									99½
1,275,000			527,504			1st Nov.'13	q. 1½		Monarch Knitting Co., com	40	25½	40	30	46	39	60	Mar. 12	50	Jan. 28									
	750,000			7	7	1st Feb.	q. 1¾	8.23	" " pref	83	80	81	80	80½	75	85	Mar. 10	78	Jan. 6			86	84	85	85	85	12	73
2,000,000			2.331,209						National Steel Car, com			21	5	10½	5	16	Feb. 27	5	Jan. 16									
	1,500,000			3½		15th Jan	q. 1¾	13.20	" " pref			78	17	40	20	59	Mar. 19	18	Jan. 14	65	63							
15,000,000		11,169,619	4.616,584		5+20	15th Oct.	s. 2½	9.80	Nova Scotia Steel, com	154½	93¼	128	66	71½	63½	66	Jan. 6	48	Mar 5									63½
	1,000.000			12	8	2nd Jan.	q. 2	7.61	" " " pref.	115	110	112	105	103	100	106	Feb. 12	104½	Mar. 21									
2,500,000		2,350,000	3,850,592	8+4	10½15	1st Apr.	q. 3	6.15	Ogilvie Flour, com	152	127⅞	158	137	205	140	224¾	Jan. 11	194	Mar. 11			210	205	206	199	206	144	140
	2,000,000			7	7	1st Mar.	q. 1¾	6.42	" " pref.	116	44½	115	107	111	100	110	Feb. 8	106	Jan. 13	27½	27¼	109		109	109	109	164	
750,000		575,100	843,029						Ont. Steel Products, com	45	19	34	18	35	22½	32½	Feb. 19	27¼	Jan. 4									22½
	750,000			5½	7+1¼	15th Feb.	q.1¾+½	8.97	" " " pref	91½	73	74	74	28	73													
650,000			38,026	2	2	1st Jan.	s. 1	6.66	Pacific-Burt Co., com	29	20	40	28	34	34	30	Apr. 2					29	24	29	29	29	10	
	650,000			7	7	1st Apr	q. 1¾	9.21	" " pref	83¼	77½	82	79	77¼	77¼	77¼	Feb. 18	75	Mar 8				75	76	76	76	10	
600,000			644,594	8+3	8+5	15th Mar.	4+2	7.75	Paton Manufacturing Co.			130	124	124	124													124⅞
2,150,600		2,000,000	3.350,167	4+1	4+1	15th Feb.	q. 1½	6.66	Penmans, Limited, com	78	60	73½	64	84	65	94	Mar. 3	77½	Jan. 4	75	73½		91	93	90½	92½	970	65
	1,075,000			6	6	1st Feb.	q. 1½	6.52	" " pref	90	82	86	81½	85¼	81½	92	Mar. 27	82¾	Feb. 5	81⅞			90	93	92	93	110	81⅞
5,000,000		5,923 764	2,220.239	6	6	2nd Apr.	2	4.84	Price Bros.	132	60½	134	115	151	120	190	Feb. 25	150	Jan. 10									120½
4,500,000		2,036,600	1,851,813	3½+1	6+4	15th Feb.	q. 2½	8.47	Riordon Pulp and Paper, com	150	59	127	106	123	117¾	123	Feb. 21	117¾	Jan. 2	118		119	118½	118¾	118¾	118¾	18	117¾
	1,000,000				7	31st Mar.	q. 1¾	7.36	" pref			95	90	97	92½	96	Feb. 4	94	Jan. 4									90½
1,500,000		502.000	273,647	6	3	1st Apr.'17	q. 1½		William A. Rogers, Ltd., com	99	85	80	40			25⅛	Mar. 28						27	30	30	30	1	
	1,122,800			7	7		q. 1¾		" " " pref	99	87	92	90			65	Mar. 13					75	65	75	72	75	9	60
800,000			536.162		7	1st Aug.	q. 1¾	9.33	Russell Motor Car, com	114	32	92	50	90⅞	55	75	Mar. 12	68	Feb. 19				75	76	75½	75½	30	50
	1,200,000				29¾	1st Feb.	q. 1¾	8.64	" " " pref	139	66	122	72	91⅛	68¼	81	Feb. 26	70	Jan. 10		69							68¼
1.500.000		574,500	129,711						Sawyer-Massey Co., com	30	20	24	8	13	10													
	1,500,000					2nd June '14	q. 1¾		" " pref	134½	58	41	40	40	40													40
4,000,000		1,838,500	2,333.282						Sherwin-Williams, com	99½	53½	60	56	60	60	60	Jan. 3							60	60	60	5	60
	3,425,000			7	7	31st Mar.	q. 1¾	7.07	" pref	100	97½	100	98	100	99	99½	Jan. 14	99	Jan. 6			100		99½	99	99½	133	99
8,750,000			395,100	6+1	6+2	1st Mar.	q. 2	6.45	Shredded Wheat, com	140½	102¼	137¾	112	112	100	125	Jan. 13	124	Mar. 15			134	122	133	126	133	211	109½
	1,250,000			6	6	1st Mar.	q. 1½	6.74	" pref	120	95	95	95	92	87	99	Jan. 13											
1,062,500		288,000	205,765		4				Smith Paper Mills, Com.			74½	66	66	65	65	Feb. 27											65
	475,000				7	15th Jan.	q. 1¾	8.80	" " " Pref					80	73¾	79	Feb. 28	78	Feb. 28									
8,000,000		10,332,113	1,071,301						Spanish River Pulp Mills, com	24¼	3½	19	12½	20	12¾	21¼	Feb. 28	17	Jan. 14			19½	18¾	19⅜	19	19	225	13
	5,699,100					15th July '13	q. 1¾		" " " pref	70	29	59¼	47	64¾	50	82	Mar. 31	63½	Jan. 23			80	75	79	78	78	55	50
11,500,000		8,766,147	12,458,762	4	6	1st Feb.	q. 1½	9.23	Steel Co. of Canada, com	88¼	34¼	71½	47½	74¼	49¾	65½	Jan. 8	57½	Feb. 1	58	57½	63	62¼	65⅝	64	65	2,061	49½
	6,496,300			10½	7	1st Feb.	q. 1¾	7.44	" pref	107¼	82½	100½	84½	98	84	95	Jan. 6	91½	Mar. 28		89½	94½	93½	95	94¼	95	65	85¼
1,250,000	3,602 700	1.111,736	154,402			1st June '14	3½		Standard Chemical, pfd					62	62¼													
1,220,000		167,155	251,154			1st Feb.	1½+1	6,66	St. Lawrence Flour, com					97¾	50	96	Jan. 2	87½	Mar. 12			93⅝	93	94	90½	93½	1,055	
	575,000					1st Feb.	1¾	8.23	" " " pref			56	49	85	80	85	Apr. 2											55
650,000			149,379						Tooke Bros., com	25	16	19	19	30	15	25	Mar. 25	20	Mar. 11			26	24	28	28	28	10	19
	985,000			8¾	8¾	15th Mar.	q. 1¾	9.21	" " pref	83	78	79	70	77	72¼	76	Mar. 11	70	Feb. 4			78	76	75½	75½	75½	2	70½
750,000		500,000	254,089	5	6+4	2nd Jan.	s. 3	8.00	Toronto Paper Co.	96	44	90	72	72⅜	65	75	Apr. 1	68	Mar. 6					73	73	73	35	
2,500,000			337,933						Tuckett Tobacco, com	25	23½	22½	17	24¼	18½	29½	Mar. 4	22	Jan. 17			28		28	28	28	35	18½
	2,000,000			7		15th Jan.	q 1¾	8.23	" " pref.	90	75	83½	78	82½	72¾	85	Mar. 5	80	Jan 4									80
1,750,000		901,000	590.347			2nd Apr.	1½	8.69	Wabasso Cotton					61	21	70	Mar. 20	58	Jan. 2			73	71	72	69½	72	335	
5,000,000		3,395,000	1,408,060						Wayagamack com			97	50	55	50	55	Jan. 2	50	Feb. 13			50		50	50	50	6	50
1,718,600		440,000	1 091,439		7	1st Mar.	q. 1¾		Woods Manufacturing Co.,Ltd. com.	65	33	61	44	98	57¼	90	Feb. 11	86¼	Jan. 13									53
	1,546,500			15¾	7	1st Apr.	q. 1¾	7.77	" " pref	101	84	86	80	86	83½	90	Mar. 17	86	Mar. 14			90	89	90	89¾	90	65	86

LOAN, INSURANCE AND FINANCIAL STOCKS AND MISCELLANEOUS

Common Stock outstanding	Deposits Preferred Stock or Debentures Outstanding and Int.	Reserve and Contingent P. & L.	Dividends 1917-18	Last Dividend Date	Per cent.	LOAN AND TRUST	Range for Year 1917 High	Low	Range for year 1918 High	Low	Latest Price Ask	Bid	Last Sale
1,205,000	3,847,080	1,337,989	9	1st Apr.	q. 2¼	Canada Landed	160	150	148¾	140	148		148
6,000,000	19,626 287	5,672,509	10	1st Apr.	q. 2½	Canada Permanent	173	162½	169½	162½	170		170½
1,750,000	4.968.206	1,842,074	10	1st Apr.	q. 2½	Central Canada					190		
20,000	2 981,290	427,213	6	2nd Jan.	s. 3	Col. Investment, pref.	77	63	69	63	74	80	80
934,876	1,032,651	271,556	5	2nd Jan.	s. 2½	Dominion Savings			76	75		82	75
2,412,566	2,221,508	827,258	5	1st July	Def.	Great West Per							89½
1,200,000	2.091,322	1,228,940	8	2nd Jan.	s. 4	Hamilton Provident	142	137	133	121		138	
2,300,000	12.299,412	3,323,337	12	1st Apr.	q. 1½	Huron and Erie	211	205	204	203			207
1,000,000	1,597,848	886,732	8	2nd Jan.	s. 4	Landed Banking	143	143	141	140		140	139
1,250,000	2,653,710	924,981	8	1st Apr.	q. 2	London and Can. Loan	132	128½	126½	126½	126		127
887,849	1,664.356	362.385	6+1	1st Apr.	q. 1¾	London Loan and Sav							
600,000	317.808	764,494	10+1	15th Mar.	q.2½+1	Montreal L. & Mtg. Co.	165	162½	152				153
1,500,000	7,892,179	1,662.183	10	1st Apr.	q. 2½	National Trust	212	207½				210	207½
1,750.000	3,749 473	2.093,943	9	1st Apr.	q. 2¼	Ont. Loan and Deb.	175	175				155	155
500,000	643 698	262.754	7	2nd Jan.	s. 3½	Real Estate Loan						145	
1,500,000	34,589,757	2,152,812	10+1	1st Apr.	q 2½	Toronto Gen. Trusts	215	200	204	199¾	207		204
724,550	1.773.183	659.449	8	1st Apr.	q. 2	Toronto Mortgage Co.	140	136	134			132	132
1,000,000	1.912,673	1,134.604	10	1st Apr.	q. 2½	Toronto Savings							185
1,000,000	11,157,301	494,065	7	1st Apr.	q 2	Union Trust							178
1,000,000	49,964,980	7 463,612	15	1st Apr.	q. 2	Canada Life Assurance							190

Common Stock Outstanding	Bonds, Preferred Stock or D'b'ntures Outstrnding	Reserve and Contingent P. & L.	Dividesd 1917	Last Dividend Date	Per cent.	MISCELLANEOUS COMPANIES	Range for year 1917 High	Low	Range for Year 1918 High	Low	Latest Price Ask	Bid
3,000,000		1,395,591		15th Jan.	1¼	Asbestos Corporation, com.	21	12	45	15	59½	59
	7,000,000		6	15th Jan	1½	" " pref	58	42	62¾	44¾	78	
1,500,000		1,588,183	9	1st Apr.	s. 4	Canadian N. Prairie Lands						
800,000	390,000	451,006	8	1st Apr	q. 2	Canadian Salt	136	128	132	126		135
59,109		1,757,277	$5	23rd Dec.	$5	Can North-West Land						
100,000	11,234,281	1,969,045	20	31st Dec.	q. 5	Confederation Life A.	330	330			375	
6,212,666		501,345		1st Mar.	q. 1½	Crows Nest Pass Coal	70	50	55	50		53
1,000,000		292,230	6	15th Jan.	q 1½	Dominion Telegraph	89	76½				85
3,000,000	12,669,500					Electrical Dev., pref.						
450,000	b 7,072,085	1,991,255	10	1st Apr.	q. 2½	Imperial Life Assur.						
500.000	460.400	785.511	7	5th Feb.	s 3½	Intercolonial Coal, pref					80	
3,000,000		133,458		1st Mar. '14	1	Intern. Coal and Coke			25	25		
2,196,951	1,922,500	652,423	7	15th Feb.	q. 2	Kaministiquia Power			120	120	112	
637,480	b 585,937	136.566		2nd July '17	s. 3	London Street						
2,000,000		119,740	8+10cts	15th Jan.	q. 2	Montreal Telegraph	138	115	120	120		120
925,000	b1,123,000					Nia., St. Kath. and Tor.						
1 164,000	b 741,000	286,076	3½	10th July '15	q. 1¼	Trinidad Electric						
2.340,100	b1.439,926	858,434	8+2	16th Mar.	q. 2	W. Can. Flour Mills						
800,000	b 600.000	606,068	5	1st Apr.	q. 1¼	West India Electric	77	77				

NOTE—s—means semi-annually; q—quarterly; I—interim; L—Profit and Loss; +—indicates bonus; b—means bond; P—preferred stock; d—debentures; *—less than ten shares; sb—stock bonus; A—$500 per share return of capital paid February 1st, September [illegible]th, 1912; Feb. 1st and Nov. 17th, 1913, December 1, 1914.

ADVANCES FOR THE INDUSTRIALS RECENT FEATURE

Continued from page 1

ment. On the one hand there is undoubtedly a more confident feeling in relation to business readjustment and the continuation of reasonably prosperous conditions, while on the other investment values in other departments, particularly bonds, have reached a level which has a tendency to divert public interest to new channels. Industrial stocks, evidently then, have attractive possibilities for the more speculative investors, even more so just now than industrial bonds and bank stocks, although the latter have also been receiving some attention of late.

Bonds at High Level

The market for bonds continues generally strong, but there is a feeling that the crest of the movement may have been reached. There is a good demand for first-class municipals and provincials to yield 5½ per cent., and these are quickly picked up but for the most part they are resales, and more recent issues showing 5.30 to 5.25 per cent. have not been going very well. There is a good market for Western school and telephone debentures returning from 6½ to 7 per cent. on the investment.

The improved investment situation is also indicated by the expansion of mortgage loan business in Western Canada where there is a reviving demand for money at 8 per cent. This is not as yet considered so much a sign of immigration but of expansion by farmers, who are now recovering from the more or less sentimental depression of war conditions. From this time forward it is expected that there will be a much more active loan market in the West than since the outbreak of the war.

A demand for funds for building purposes is also expected to develop in the near future, although as yet the high cost of materials and labor are a depressing influence.

The General Situation

Although the price situation in relation to materials continues very unsettled with the future still clouded and labor shows little disposition to consider its relationship to production and industrial activity in a reasonable light, the fact that we are getting well into the so-called period of readjustment without encountering very serious snags is beginning to reflect itself in a more optimistic feeling as regards general business conditions. Despite reports that there is more unemployment, there is no indication that hardship is being suffered, and the conclusion is that those who are not working are largely those who do not like to accept reasonable wages after the big pay of war times.

Uncertainty continues also with regard to the Government's programme in relation to the tariff and taxation of business, but there has been a tendency to discount the coming budget which has helped the situation and at the same time confidence has grown that Ottawa is realizing that industrial activity is essential to the prosperity of the nation and will shape its legislative course accordingly.

The American Situation

Despite the failure of the price-regulation programme, confidence in the business situation in the United States is growing.

The pronouncement of Otto H. Kahn that the present is the time for restarting of constructive activities is evidence from one of the very highest banking quarters. Simon Guggenheim's assertion that the outlook was never brighter reflects the trend of opinion among industrial leaders, as does E. H. Gary's latest forecast that industry will surmount all existing obstacles and forge ahead into a cycle of good times.

Regarding the investment outlook, Hayden, Stone & Co., say:

> Now that we are entering on the secondary period of inflation, the principle so thoroughly brought out during four years of war, of necessarily large income from securities to offset high prices, holds as good to-day as during war times. It accounts for and justifies high prices for stocks on the prospect of large monetary returns and continued low level of bonds. So far as one can now look ahead, this tendency promises to continue.

A further opinion by J. S. Bache & Co., is as follows:

> The public generally is holding its speculative stocks, but not buying much, and the market is consequently largely professional. However, when professionals succeed in lowering prices a few points, the confidence of the public in the market is shown by what appears like public buying on the decline, instead of, as is usually the case, on the advance.

NATIONAL BRICK

The annual general meeting of the shareholders of the National Brick Co., of La Prairie, will be held on Tuesday, April 22, at 11 a.m. At this meeting the annual report will be presented. The balance of the business will probably be of a routine nature and apart from certain adjustments in the existing by-laws and bondholders' agreements, little other business will be transacted, so far as known at the present time, except that the number of directors will be reduced from nine to seven.

INDUSTRIAL BONDS

Have Not Shared in the Popularity of Stocks Recently

Industrial bonds which have to some extent been sharing in the popularity of Government and municipal issues have not this week shown a tendency to respond to the higher market for industrial stocks. However, there are advances rather than declines to be recorded as indicated by the following comparative figures:

	Last Apr. 3	Sales Apr. 10	Ch'ge
Asbestos	77	77¼	+ ¼
Can. Bread	94	94	...
Cedar Rapids	90	89	— 1
Cons. Rubber	95½	95	— ½
Can. Cement	100	99¾	— ¼
Dom. Iron	90	89½	— ½
Quebec Rly.	71	70½	— ½
Mont. Tram. debs.	74	75	+ 1
Ogilvie	102½	102¼	— ¼
Steel of Can.	98	99	+ 1
Wayagamack	88¾	89	+ ¼

THE BANK STOCKS

Prices Firm to Strong in Recent Trading

Bank stocks have returned to a measure of investment popularity recently. Following are comparative figures showing changes in prices during the past week:

	Last Apr. 3	Sales Apr. 10	Ch'ge
Commerce	205	206	+ 1
Dominion	208½	208½	...
Hamilton	186	185⅞	— ⅛
Hochelaga	148	148	...
Imperial	*203½	205	+ 1½
Merchants	193	194½	+ 1½
Molsons	197	198	+ 1
Montreal	210	213	+ 3
Nova Scotia	267½	267	— ½
Royal	208½	209¼	+ ¾
Standard	209½	208½	— 1
Toronto	*200½	200	— ½
Union	160¼	160¼	...

The United States Post Office requires the following information on copies of this publication going to the United States:—
THE FINANCIAL POST, April 5, 1919, Volume XIII, No. 14. Published weekly at 143-153 University Avenue, Toronto, Canada, by The MacLean Publishing Company. Yearly subscription price $8.00. Entered as Second-class matter July 1, 1912, at the Post Office at Buffalo, under the Act of March 3, 1879.

UNLISTED SECURITIES

STOCKS—	Bid	Ask
Alberta Pac. Grain, com.	122	130
Alberta Pac. Grain, pref.	85	95
Belding-Paul, com.	29	34
Do., pref.	86	92
Brantford Roofing	95	...
British Amer. Ass. Co.	9	..
Canada Machinery, com.	21	24
Canada Machinery, pref.	48	53
Car. Factories, pref.	38	45
Canadian Westinghouse	108	115
Canadian Oil, com.	42	46
Canadian Oil, pref.	100	106
Can. Cereal & Flour, com.	20	30
Can. Mortgage	69	76
Dom. Manufacturers, pref.	45	55
Dom. Power & Trans., com	42	47
Eastern Car, pref.	48	55
Great West Life	220	230
Home Bank	78	82
Imperial Oil	355	380
Illinois Traction, pref.	71	76
Inter. Milling, pref.	85	88
Lambton Golf	440	500
Lowe's, Toronto, com.	124	130
Wm. Neilson com.	54	..
People's Loan	77½	83
Rosedale Golf	335	...
Sterling Coal, com.	14	16
Sterling Bank	91	95
Standard Reliance	41	43½
Trust & Guarantee	82	85
Western Assurance	8	10
BONDS—		
P. Burns, 1924, 6s	100	105
P. Burns, 1931, 5s	96	99
Eastern Car, 5s	89	95
Mex. Northern Power, 5s	1	17
Morrow Screw, 6s	88	90
Nova Scotia Steel, Db., 6s	88	91
Ontario Pulp, 6s	88	92
Sterling Coal, 6s	71	76
Stone Limited, 6s	94	98
Toronto Power, 5s	87	92
Tor. & York Radial, 5s	97	99
Toronto Paper, 6s	86	92
West. Canada Power, 5s	57	61
Belding-Poul, com.	29	34

DIVIDENDS

Company	Date	Rate	Record
Tuckett Tobacco, pref.	Apr. 15	1¾%	....
N.S. Steel, com.	Apr. 15	1¼%	Mar. 31
Do., pref.	Apr. 15	2%	Mar. 31
Loew's Theatre, pref.	Apr. 15	1¾%	Mar. 31
West. Grocers, pfd.	Apr. 15	1¾%	Mar. 31
Tooke Bros., pref.	Apr. 15	1¾%	Mar. 28
Laur. Power	Apr. 15	1%	Mar. 31
Dom. Textile, pref.	Apr. 15	1¾%	Mar. 31
McIntyre Mines	Apr. 15	5%	Mar. 31
Bell Telephone	Apr. 15	2%	Mar. 31
Asbestos Corp., com.	Apr. 15	1¼%	Apr. 1
Do., pref.	Apr. 15	1½%	Apr. 1
Can. Cement	Apr. 16	1½%	Mar. 31
Maple Leaf, com.	Apr. 18	2½+1%	Apr. 3
Do., pref.	Apr. 18	1¾%	Apr. 3
King Ed. Hotel, com.	Apr. 21	5%	Apr. 10
Hollinger Mines	Apr. 22	1%	Apr. 12
Imperial Bank	May 1		Apr. 15
Penmans, pref.	May 1	1½%	Apr. 21
Do., com.	May 15	1¾%	May 5
Bk. of Ottawa	May 1	2%	Apr. 15
Russell Motor, pref.	May 1	1¾%	Apr. 17
Standard Bank	May 1	3¼%	Apr. 19
Granby Mining	May 1	1%	Apr. 18

WE OWN AND OFFER
$20,000
Township of Korah,
Ontario
6%
School Debentures
Repayable in
30 Annual Instalments.
Price:
Par and Interest
(Apart from this issue of debentures the total debt is only $2,100; Assessed Valuation $682,000.)
Telephone or Telegraph Orders At Our Expense.
MACKAY-MACKAY
306-7-8 C.P.R. Bldg., TORONTO
Telephones: Adelaide 5682 and 5683

5¾% 5¾%
NEW ISSUE
City of
St. Boniface, Man.
Due July 2nd, 1935
Interest payable half-yearly
To Yield 5¾%
Full Particulars on Request
Campbell, Thompson & Co.
Canada Life Building, TORONTO

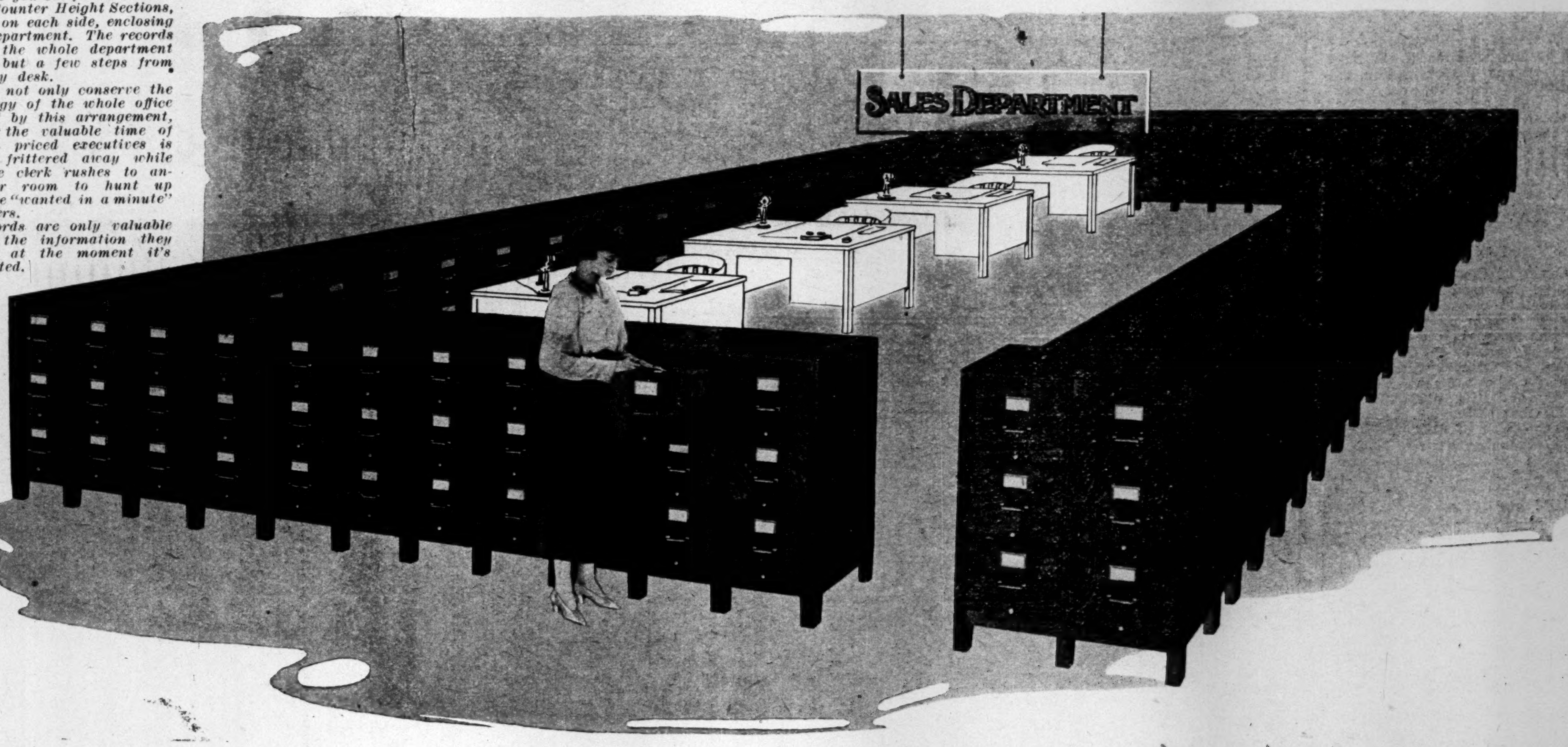
SUMMER HOME
Wanted to sell or rent for the summer months, Linden Grange, St. Andrews, New Brunswick, the residence of Lady Tilley.
Apply to L. P. D. Tilley (Barrister), St. John, N.B.

THE
STRATHCONA
FIRE INSURANCE COMPANY
Head Office: - Montreal
90 St. James Street

THE Strathcona was founded in 1908, and has earned a reputation for solid strength, fair dealing and reasonable rates.

"To Such Ideals There Is An Assured Future"

Here you see four batteries of Counter Height Sections, one on each side, enclosing a department. The records for the whole department are but a few steps from every desk.
You not only conserve the energy of the whole office staff by this arrangement, but the valuable time of high priced executives is not frittered away while some clerk rushes to another room to hunt up those "wanted in a minute" papers.
Records are only valuable for the information they give at the moment it's wanted.



The Conservation *of Space in Your* Office

With the cost of floor space, in metropolitan business districts ranging anywhere from $1.50 to $2.50 per square foot, the need for conservation is vital. No more must unwieldy and clumsy equipment be allowed to dig so deeply into the profit account — to contribute in such unjust proportion to "office overhead." Nor must those cumbersome and space-wasting old counters occupy valuable office space out of all proportion to the single purpose they serve.

Waste space or misused space piles up office overhead just as idle machinery or mismanagement piles up factory overhead.

Waste in office equipment, and particularly in its arrangement, must give way to Economy, the one outstanding word to-day in the lexicon of business. "Office Specialty."

COUNTER HEIGHT SECTIONS

are, as the name implies, the approximate height of an ordinary counter, about forty-five inches. At the same time they function as cabinets for filing any and every kind of business record. They are double purpose sections—they serve all the purposes of a counter and a filing cabinet, with the added advantages of finer appearance, economy of floor space, and saving in first cost.

If you knew of a way to cut your investment in office equipment in half, and at the same time increase your available floor space 50 per cent., you would investigate. That's why we'll be glad to send you Folder No. 1946, illustrating and describing "Office Specialty" Counter Height Sections. A Postcard to our nearest Service Store will do—to-day.

The most important job for every business man to-day is to bend every effort to make the adjustment from war work to peace work as easy as possible.

THE OFFICE SPECIALTY MFG CO., LIMITED
Home Office NEWMARKET Canada
Filing Equipment Stores at
TORONTO MONTREAL OTTAWA HALIFAX HAMILTON WINNIPEG REGINA EDMONTON CALGARY VANCOUVER

OFFICE SPECIALTY FILING SYSTEMS

FEATURING INSURANCE
THE FINANCIAL POST
The Canadian Newspaper for Investors
VOL. XIII. SINGLE COPIES, 10 CENTS PUBLICATION OFFICE, TORONTO, APRIL 12, 1919. ANNUAL SUBSCRIPTION $3.00. No. 15

ENORMOUS EXPANSION IN FIRE INSURANCE BUSINESS DURING THE PAST YEAR IN THE DOMINION

Over Four Billion and a Half Dollars' Worth Written or Renewed, an Increase of Over Half a Billion

LOSS RATIO OF 53.97 P.C. SLIGHTLY HIGHER

Net Amount of Losses Incurred, However, in Relation to Net Premium Income Shows a Very Decided Improvement Over the Experience of More Recent Years

THROUGH the courtesy of G. D. Finlayson, Superintendent of insurance, THE FINANCIAL POST is in a position to publish today important figures, summarizing the past year's operation of fire insurance companies,—Canadian, British and American,—doing business in the Dominion of Canada. These figures disclose an enormous expansion in the volume of insurance written in Canada, an expansion participated in by the companies of all three countries. They also indicate that the general experience of the companies in the matter of premiums received and losses incurred has been relatively favorable and that the year was completed with a smaller volume of unsettled claims than usual.

At December 31, 1918, there stood at risk on the books of all companies insurance in Canada to the huge amount of $4,585,923,617. This represented an increase for the year of $600,000,000. When it is recalled that at the end of 1913, the amount at risk was only slightly over three billion, the extent to which risks have grown during the war period, even with comparatively little building going on, is significant. Of the four billion and a half at risk on December 31 last, $2,474,168,406 was carried by British, $1,349,921,011 by American and $761,834,200 by Canadian companies, each representing a substantial gain for the year.

Business Written

Even more notable, however, has been the record of the year in the value of policies issued or renewed. These amounted to $4,570,798,251, a gain of well over half a billion. It is perhaps most significant that relatively American companies showed a larger increase than either British or Canadian companies. Whereas British companies, which have hitherto done the bulk of the business, only increased their business by about $230,000,000 to $2,144,480,250 and while the gain by Canadian companies only approximated $80,000,000, that of the American companies was $215,500,000 or little less than the British companies' gain.

The Loss Ratio

To insurance men the interesting point in the year's experience will be with respect to the loss ratio. With net premiums received by all companies of $35,733,383 and net losses paid of $19,285,715, this works out at 53.97 per cent. This is somewhat higher than in 1917, when the rate fell to 52.42 per cent., but it falls under the 1916 rate of 54.40 per cent. and is only slightly above the ten-year average as disclosed by the following table:

	Premiums	Losses	P.C.
1909	$17,049,646	$ 8,646,826	50.72
1910	18,725,531	10,292,393	54.96
1911	20,575,255	10,936,948	53.16
1912	23,194,518	12,119,581	52.25
1913	25,745,947	14,003,759	54.39
1914	27,499,158	15,347,284	55.81
1915	26,474,833	14,161,949	53.49
1916	27,783,852	15,114,063	54.40
1917	31,246,530	16,379,102	53.42
1918	35,733,383	19,285,715	53.97
Average percentage			53.55

Losses actually paid, however, do not give a very accurate idea of the situation, unless losses unpaid at the beginning and end of the year are equal. This was not the case in 1918. In fact losses unpaid at the beginning of the year and presumably met during the year were considerably larger than the unpaid losses carried over into 1919. An adjustment of these by the Insurance Department give approximate net losses incurred during 1918 of $18,247,283. These represent only 51.07 per cent. of the premiums received, which is considerably less than the percentage worked out on the basis of actual payments. As a matter of fact it is a low average rate an done must go back as far as 1909 to better it. The rates since then on the foregoing basis, are as follows:—

1909	50.46%	1914	57.82%
1910	58.40%	1915	51.58%
1911	52.54%	1916	58.70%
1912	51.12%	1917	56.84%
1913	56.71%	1918	51.07%

The Canadian Companies

The experience of our own Canadian Companies may be regarded as quite favorable. Net premiums received in 1918 on domestic business amounted to $5,493,274, as compared with $4,782,833 in 1917. Losses paid were $2,740,065, as against $2,376,825. The loss ratio on the basis of losses actually paid was therefore 49.88 per cent., comparing with $49.69 per cent. in 1917 and 53.87 per cent. in 1916. As the net amount of losses incurred, however, was $2,556,274, the loss ratio on the basis of actual loss was only 46.53 per cent., which is the lowest rate for many years. The same general experience was enjoyed by the British and United States companies operating in Canada.

British companies received premiums on Canadian risks to the extent of $18,559,696, and incurred losses amounting to $9,356,676. These figures compare with $16,317,311 and $9,001,906 in 1917.

American companies received premiums of $11,680,443 and incurred losses of $6,334,333, as compared with $10,146,386 and $6,161,988 in 1917.

On page 23 the experience of individual companies for the year 1918 will be found.

BOILER INSURANCE STEADILY EXPANDS

An Increase Noted in Demand For Boiler Use and Occupancy Insurance

Boiler insurance in Canada is written by six companies and during the past year the combined experience of the six shows that the business is steadily expanding. Taking the three years, 1916, 1917 and 1918, the premium income has grown from $199,017 to $219,605 and to $135,823. This year the growth is continuing, disproving the theory that with the end of the war a period of industrial stagnation was bound to commence. In fact one of the principal boiler insurance companies states that there has been such an increase since the armistice was signed as to indicate a good deal of development among the industries of the country.

This same company notes more requests for boiler use and occupancy insurance which protects companies for loss of business during the period —limited to 100 days—when repairs are being made subsequent to an explosion. This is a very desirable form of insurance. It is cheap and yet gives valuable additional protection in the event of accident.

Losses incurred last year were heavy compared with 1916, but little greater than in 1917. In 1916, they only amounted to $5,716; in 1917, they jumped to $52,037, and in 1918, to $62,598. These losses are largely reinsured and do not fall very heavily on the insuring company. In fact, the actual loss ratio is usually pretty small. What enlarges the cost is the inspection end of the business, which is necessarily of very great importance. Thus, the loss ratio may be only 6 per cent. of the premiums, while the inspection costs are 50 per cent., and office charges must be superimposed on that.

This year the business of 1916 is being renewed, policies running for three years. The report is that the renewals are coming along very nicely. In fact, all along, business has been exceptionally stable and has not been interfered with one way or the other by the war.

Insurance Business in Canada Expanding Rapidly

WHATEVER doubts may be cast on the condition and prospects of other lines of business in Canada, insurance in all its branches was never more active. The life companies are writing an unprecedented volume of new risks; fire companies are all extremely busy and will be more so as building increases; in automobile insurance, all records are being broken; companies writing accident and health insurance are doing a bigger business than ever and the same applies to most of the other lines listed under the head of miscellaneous insurance.

While business is thus booming, it is not to be deduced that the companies are making large profits. In some lines undoubtedly money is being made but the very causes which are helping to enlarge the volume of business are in themselves a source of loss. Thus in life insurance, many policies have been written as a direct result of the influenza epidemic but the influenza epidemic has been one of the worst experiences that the life companies have ever had to pass through. The same is true of health insurance. In casualty insurance the public have been applying for more protection against theft and burglary, while the prevalence of these crimes has been a heavy source of loss to the underwriters.

Notwithstanding all these drawbacks the general results for 1918 have been good. Companies have lived through the period of strain without any very serious effects and have demonstrated their ability to meet emergencies in a way that will be entirely to their advantage in handling future business. In most cases the financial standing of companies has been strengthened by the careful management which has been in evidence during the period of trial.

As investment agencies, the part played by the insurance companies during the war period has been a notable one. They have been extensive buyers of war bonds; in fact, omitting the subscriptions of insurance companies, the total for Canada would have been greatly reduced in the case of each loan. To-day the companies, well entrenched behind their heavy holdings of these gilt-edged securities, will be in a fine position to assist in that development of natural resources which must be the basis of the country's prosperity in the future.

BURGLARY INSURANCE COMPANIES ARE MEETING HEAVIER LOSSES

Loss Ratio Has Advanced in Alarming Fashion From 18.5 Per Cent. in 1916 to 52.5 Per Cent. in 1918

It is one of the serious developments of the day that burglary is decidedly on the increase in Canada. A partial indication of this is afforded by the 1918 returns, which accompany this article. These show that losses incurred amounted to $94,802, as compared with $51,225 is 1917, and only $22,107 in 1916.

The amount at risk, which indicates how serious the situation has become, is also increasing rapidly. One company which had approximately $11,000,000 at risk at the end of 1917, increased its risk to $35,500,000 by the end of 1918. Another which had $10,981,600 in 1917, jumped to over $25,000,000 in 1918. Practically all companies writing this kind of insurance have had similar experiences to a greater or less degree. The growth is also reflected by the premiums, which have increased from $118,673 in 1916, to $180,419 in 1918. As for the loss ratio this is advancing in alarming fashion. From 18½ per cent. in 1916, it increased to 32 per cent. in 1917, and to 52½ per cent. in 1918. This is the percentage which the losses incurred bear to the premiums received.

With this experience—and conditions are getting worse rather than better—an increase in rates is apparently inevitable and these will be made shortly. Already the companies have taken action in connection with the epidemic of wine cellar burglaries and have placed a $50 limit on thefts of liquor. If a householder wants more protection he must pay a special rate of 10 per cent., or assume the risk himself.

A good many reasons are advanced for the increase in burglary. Much of it is attributed to the searchings of thirsty souls for liquor. At the same time this is by no means the sole motive. There is a certain working of the spirit of Bolshevism, which prompts unscrupulous persons to help themselves to the property of others. Among the returned men, unfortunately, there appear to be a few who are quite prepared to bring the rough and ready methods of the battlefield into civilian life. Whatever the cause, crime is on the increase and it will need all the vigilance of the police to keep it in check.

Probably the worst risks are those on mercantile establishments, for here the loss, in case of burglary, is usually larger. Some companies have been finding it so unprofitable to insure these risks that they have decided to withdraw from the field.

Abstract of Burglary Insurance in Canada For the Year 1918

Companies	Premiums for the Year. $	Amt. of Policies New and Renewed. $	Net Amt. in force at Date. $	Losses incurred during the Year. $	Claims Paid. $
Canada Accident	3,861	625,245	435,462	2,154	804
Canadian Surety	3,242	564,160	370,977	2,075	1,653
Dominion Gresham	43,400	534,249	4,609,814	21,437	17,472
Dominion of Canada	4,537	741,675	662,808	3,706	2,231
Employers' Liability	669	86,000	74,000	None.	None.
Fidelity and Casualty	27,898	4,008,725	3,372,650	5,384	8,107
Globe Indemnity	2,489	603,176	577,241	71	252
Guardian Insurance Co.	8,158	1,374,616	1,059,074	5,661	3,199
Law Union and Rock	1,334	249,283	146,883	1,476	3,220
Maryland Casualty	34,420	19,333,850	25,672,150	7,075	5,278
North American Accident	91	13,500	13,500	None.	None.
Ocean Accident and Guarantee	1,976	327,599	365,949	1,926	1,776
Railway Passengers	316	60,300	60,300	131	131
Travellers Indemnity of Hartford	25,006	....	....	24,944	366
United States Fidelity	23,022	42,380,287	35,426,126	18,462	14,462
Totals	180,419	....	....	94,802	58,951

Hail Insurance in Canada For the Year 1918

Companies	Premiums for the Year. $	Amt of Policies New and Renewed. $	Net Amt. in force at Date. $	Losses incurred during the Year. $	Claims Paid. $
Acadia Fire	—4,133	1,350,811	None	9,117	9,117
Automobile	98,773	1,480,180	None	29,636	29,636
British America	81,747	1,307,750	None	19,077	19,077
Connecticut Fire	98,751	5,459,970	None	31,850	31,842
Dominion Fire	48,196	1,045,492	None	10,713	10,713
Employers' Liability	137,265	4,466,757	None	37,061	37,061
Excess	196,272	2,983,145	None	56,603	58,483
Glen Falls	98,771	1,567,357	None	31,589	31,589
Great American	150,616	2,263,488	None	77,671	75,281
Hartford Fire	498,521	7,765,631	None	153,453	153,453
Home Insurance Co.	727,749	10,451,872	None	208,486	209,196
Northwestern National	4	None	None	None	None
Westchester	98,751	3,957,360	None	31,808	31,808
Totals	2,231,283	44,099,813	None	697,064	697,256

MARKED GROWTH OF AUTOMOBILE INSURANCE HAS BEEN FEATURE OF RECENT CASUALTY BUSINESS

Association of Automobile Underwriters For Canada Has Been Formed and Now Has a Membership of 60

UNIFORMITY IN THE RATES TO BE SECURED

Underwriters Will Make Study of Losses and Will Raise or Lower Rates in Future, According to the Experience Gained in This Way

PROBABLY no other branch of insurance has shown as rapid development the past few years as the underwriting of automobile risks. This growth is due to two causes: partly the recognition of the advantage of protection, but mainly, of course, to the remarkable increase in the number of cars. Here again allowance must be made for the fact that much of this increase has been among the lower-priced cars, so that the natural increase in assurance in force would not be proportionate to the total number of cars, as the average value of a car has tended to show a decline over that of previous years.

From 20 to 60 Companies

But, almost keeping pace with the expansion of the field has been the increase in the number of companies seeking business therein. In 1913 22 companies were reported as writing automobile insurance in Canada; in 1917 the "blue books" contained the names of 38, and in 1919 the membership of the Canadian Automobile Underwriters' Association (Ontario and Quebec only) has reached an even 60. It is interesting to note that in 1913 out of 22 companies, 7 were Canadian, 4 British and 11 United States; while four years later there were only 3 Canadian, 10 British and 13 "foreign." By this year all classes have increased.

It is difficult to secure complete figures as to the actual amount of insurance in effect on automobiles, as the Government figures, in dealing with fire companies do not designate insurance on automobiles separately. The figures therefore that are supplied come from companies that carry casualty insurance as well as theft, collision, etc. The totals indicate, however, a very heavy growth in this branch.

Insurance Trebled in 4 Years

For instance in 1913 the total amount of policies renewed and new policies written up was $54,000,000. In 1916, the amount of policies new and renewed, including fire, was $24,000,000, and those not including fire, $72,000,000, a total of $96,000,000, while one year later, the amount, including fire risk was $42,000,000, and not including fire risk, $136,000,000, a total of $178,000,000, or a gain in the four years of $124,000,000, or an increase of nearly 230 per cent. The figures for 1918, which are not yet available, are expected to exceed $250,000,000, although the net amount in force would fall much below this.

The figures of premiums and claims show a good margin for the companies, but as is explained below, an accurate "experience" cannot be obtained in which to base equitable rates until the present year's figures for all companies are available. Comparisons for four years in premiums paid and total claims by casualty companies are as follows:

Including Fire

	Prem. pd.	Losses pd.
1913*	$563,204	$207,544
1916	341,944	137,774
1917	593,008	227,286
1918	919,113	383,917

*Includes both classes.

Excluding Fire

	Prem.	Losses pd.
1913*	$.....	$.....
1916	567,559	167,319
1917	831,827	247,500
1918	1,232,747	395,271

*Figures included in previous table.

Totals

	Prem.	Losses pd.**
1913	$ 563,204	$207,544
1916	909,503	204,093
1917	1,424,835	474,786
1918	2,151,860	779,188

**These do not include "claims outstanding."

New Association Formed

During the past year an important change has taken place in relation to the organization of companies that have been carrying automobile insurance. There was originally an association called the Canadian Association of Automobile Underwriters but in 1918 it contained only 21 members. Since that time an effort was made and successfully to secure the co-operation of practically all the insurance companies that carry on automobile insurance with the results that a new association called the Canadian Automobile Underwriters Association was formed and now consists of 60 companies, or three times the number that were affiliated with the original body. The general result has been to secure a uniformity of rates covering both Provinces of Ontario and Quebec. The rest of Canada has not yet been thoroughly organized but an effort may be made to bring all under one common association. As it is now there is a group connected in British Columbia, while a body in Winnipeg has a certain supervision over the Prairie Provinces, but the Maritime Provinces are organized and varying rates prevail.

Under the old association the only class of risks that were considered were fire, theft, and transportation, the three of which are embodied in the one rate usually. Business in connection with liability, property damage and collision was looked after by the Casualty Association; Quebec companies by the Eastern body, and Ontario by the Western. This division

Continued on page 18

HAIL INSURANCE COS. MADE MONEY

Were Able to Clean Up a Good Profit During 1918 Season

Companies writing hail insurance last year in Western Canada had a favorable experience. This was attributed in part at least to the frost, which destroyed crops in certain areas that were later visited by severe hailstorms. While the volume of business written was not so large as the previous year, losses were correspondingly small and practically all companies emerged with good profits. This year, as a result, more companies are entering the field and it is expected that large business will be written when the time comes for the farmers to insure their crops.

Hail insurance is about the most hazardous branch of the insurance business. It has been in operation for such a few years that no averages are possible and companies are working more or less in the dark. Take for example the year 1916. In that year the losses incurred by the companies writing hail insurance exceeded the premium income, losses amounting to $1,570,033 and premiums to $1,430-866. In 1917, the reverse was the case, premiums amounting to $3,035,895 and losses to $1,390,269. Last year premiums were down to $2,231,283 but losses were only $697,064, which was of course a very favorable showing.

In Saskatchewan the hail companies meet the competition of the municipal co-operative system but this has not been a serious factor. As a matter of fact the co-operative system has so far proved a failure and this year rates will have to be raised. In Alberta, the United Farmers are experimenting this year by doing all their insuring through a single company. As Alberta is the worst Province of the three for hail storms, the result of this experiment will be watched with much interest.

LIFE COMPANIES SWAMPED WITH NEW BUSINESS

Are Writing More Insurance Than They Can Comfortably Digest

MUST TAKE IT ON

No Way by Which the Flood Can Be Stayed Without Endangering Selling Organization

IT is perhaps a common belief among the uninitiated that the more new business a life company puts on its books, the stronger it immediately becomes. That this is not actually the case must be apparent when the cost of writing the business is taken into account. A certain amount of new business can always be added without disturbing a company's position, but after a given point is reached a strain is imposed on its resources which steadily increases as the quantity of new insurance grows. When at the same time the company is subjected to a series of exceptionally heavy death claims, it becomes increasingly difficult to provide for the new business.

At the present time life insurance companies are really taking on more new business than they want and some actuaries are beginning to wonder how they will manage later on in the year, should the flood of applications continue at its present unprecedented level. One company states that, if the rate established during the first quarter of the year is maintained, it will write nearly one hundred per cent. more business this year than last. Other companies are in the same boat. All are closing unprecedented amounts of new insurance. Their experience would not be so disturbing were it not that the cost of placing this business on the books is being superimposed on the high cost of meeting the abnormal number of death claims which are still being received, despite the termination of the war.

May Draw on Surplus

Of course, the business can be handled and will be handled, though it may be necessary to take money from the surplus to manage it, or in the case of younger companies to make a call on the shareholders for additional capital. At the same time it will be recognized that once the business is established and death claims recede to a more normal level, the effect on the companies will be entirely beneficial. It is a case of enduring a temporary strain in order to obtain an ultimate advantage.

Where is the business coming from? From all parts of the country. Much of it is due to the effects of the influenza epidemic which has been one of the greatest object lessons of the benefits of insurance ever set before an apathetic people. Another cause may be found in the general prosperity of the country, coupled with a dearth of desirable investments. People have not been putting money into new ventures or speculating as they did eight and ten years ago. Instead they have been buying Victory bonds and taking out life insurance. The steady expansion of business insurance and the growing custom of insuring against succession dues have both been factors. Finally some credit must be accorded the selling organizations of the life companies which have been built up to a high state of efficiency and which, backed by more progressive advertising methods, are a more powerful force in salesmanship than ever before.

Cannot Stop Flood

It may be contended, that if a life insurance company is writing more business than it can comfortably digest, its simplest remedy is to call off all its agents and take such other steps as may be necessary to stop the flow of applications. This is regarded, however, as an impossible solution of the problem. No company could afford to adopt such a risky procedure, since it would mean the dislocation and possibly the destruction of its selling organization. Once instruct an agent to stop writing new business at a time when the biggest harvest on record is being reaped and the chances are that he will put in his resignation and link up with another company. In any case it is not all agents that are doing exceptionally large business. There are a good many agents who have been having a hard enough time in the past and the present wave of prosperity in their business is simply affording them an opportunity to even up. As for the agents who are writing big business, the company will doubtless need their service later on, when the present wave of insuring is over.

Effect on Dividends

One likely result of the big business of 1919, coupled with the high death rate which still persists, will be to delay the resumption of those higher rates of dividend payments which prevailed before the war. It may even have the effect of still further reducing dividends. However, this will be a temporary condition, for influence will presently set to work to restore the balance.

Another possibility arising from the abnormal state of the insurance business is a series of amalgamations or absorptions. Some of the smaller companies may find it desirable to link up with one or another of the large companies. That such a contingency may be avoided is to be hoped, for it would be a pity to see any of the younger companies, which have successfully survived the war-period, lose their identity.

MARKED GROWTH OF AUTOMOBILE INSURANCE HAS BEEN FEATURE OF RECENT CASUALTY BUSINESS

Continued from page 17

has now been eliminated and the association comprises those companies doing business under the four classifications. One of the difficulties under the division was that some members of the one organization would write not only fire and theft insurance but the casualty and the members of the casualty association would write fire and theft, and it was difficult to prevent this being done although there was a certain form of agreement that presumed to do so.

Decreased Tariff for 1919

One other result besides a working corporation of far larger number of companies has been that the rate cutting that took place last year is now a thing of the past and a good many automobile owners have found to their cost that their rates have been greatly increased. On the other hand the tariff for 1919 has actually been decreased on theft and fire while the other classes remained as they were. It was found that the "experience" in connection with theft showed that the losses were quite heavy but on the other hand the risks in fire turned out much less than the rates called for so that on the two combined along with transportation, the companies were able to agree upon a lower rating for this spring and this is now in effect. Even at this a complaint is made that far too many companies are engaged in this form of insurance for the amount of business offering.

The new body has been able to arrange for certain changes this year, such as the elimination of a lower rate for a private garage as compared with a public garage. There was a reduction in effect last year of 75 cents per $100 on this account but this has been wiped out. There were different rates for Ontario and Quebec, but uniform ones are now in force for the two Provinces. On the other hand there is some compensation for the automobile owners in having an allowance of 15 per cent. granted from the theft rate for an approved locking device. Then there is another reduction of 5 per cent from the theft rate for a locking device for the spare tire that is carried. Then another allowance of 20 per cent. on cars permanently fitted with closed bodies such as the limousine, landaulet, the brougham and sedan, town or couple. This, however, does not include automobiles of the convertible type, where the bodies can be used interchangeable.

Policy of Association

A leading member of the association made the following statement to the FINANCIAL POST of the aims of the newly organized body:

"Our object is to so arrange insurance conditions as to secure uniformity of cover and cost. While the companies desire a reasonable turnover on the business they have in no sense formed a combine. If an unreasonable cost tariff is placed on insurance by the Association it would break up through inability to hold its members to high rates, and also to competition of new companies that would spring up, eager to take away the business at lower tariffs.

"Just at present we have no statistics to work on, but one large organization will in future supply us with these, and thus we will be in a position to fix rates on a more equitable basis: if theft insurance is carried at a loss, rates would go up; if 'liability' is carried at a big profit rates will go down. While we lowered the rates on the combination of fire, theft and transportation this spring, we letf the rates as they were in the other three classes so as to disturb present conditions as little as possible until we were able to secure complete statistics, the experience of over sixty members.

"The tendency of the last few years has been a downward one in rates, so that many companies have lost money.

Abstract of Automobile (Including Fire Risk) Insurance in Canada For the Year 1918

Companies	Premiums for the Year.	Amt. of Policies New and Renewed.	Net Amt. in force at Date.	Losses incurred during the Year.	Claims Paid.
	$	$	$	$	$
Ætna Insurance	15,162	1,102,408	823,597	5,161	6,662
Alliance Assurance	13,766	600,447	462,422	4,290	2,982
British America	31,477	1,951,126	1,442,514	11,107	4,971
British Crown	51,255	2,731,984	2,731,984	20,405	16,331
British Traders	443	43,370	43,370	None.	None.
Canada Accident	15,211	1,271,948	854,950	6,077	6,192
Columbia Insurance	48,368	2,775,146	4,573,875	14,459	16,038
Dominion of Canada	34,933	3,239,128	1,685,394	13,591	14,196
Employers' Liability	36,441	1,509,835	648,109	16,358	14,085
Fireman's Fund	12,805	1,039,574	466,260	4,427	4,503
General Accident Fire and Life	10,888	1,309,112	1,051,988	2,363	2,289
Glens Falls	24,688	1,656,862	1,185,388	10,564	7,949
Great American	10,317	611,401	280,067	3,077	1,731
Hartford Fire	34,790	4,547,132	2,342,602	4,636	6,165
Home Insurance Co.	61,105	5,328,773	2,328,984	25,365	22,373
Imperial Guarantee and Accident	21,478	1,383,016	1,087,663	15,413	13,121
Insurance Co. of North America	35,104	1,729,312	962,557	12,949	12,879
London Guarantee and Accident	20,037	2,803,784	1,569,084	12,675	11,733
London and Lancashire Fire	19,181	1,791,152	1,316,322	11,570	8,935
Marine Insurance Co.	69,520	4,839,363	4,026,908	20,363	23,399
National-Ben Franklin	20,705	926,420	658,150	16,470	25,077
Niagara Fire	4,845	308,796	198,128	1,053	876
North American Accident	11,420	559,335	523,135	5,120	3,467
Northwestern National	10,259	593,150	504,560	5,123	3,546
Norwich Union	44,968	3,726,793	2,375,168	23,811	18,706
Ocean Accident and Guarantee	54,287	....	....	17,584	16,634
Phoenix Insurance	19,551	....	....	13,415	10,724
Providence Washington	19,523	1,631,827	640,189	8,471	8,881
Queen of America	46,893	2,537,845	2,021,437	19,339	20,244
Royal Exchange	36,770	2,436,804	1,874,323	20,303	21,374
St. Paul Fire and Marine	55,527	2,542,769	2,542,769	32,762	41,314
Scottish Union	9,096	1,015,014	678,389	12,652	12,789
Union of Canton	9,118	603,689	533,947	1,253	1,190
Union Marine	921	50,800	47,700	None.	None.
Western	8,261	1,318,649	1,046,502	3,616	2,561
Totals	919,113	....	....	395,822	383,917

Abstract of Automobile (Excluding Fire Risk) Insurance in Canada For the Year 1918

Companies	Premiums for the Year.	Amt. of Policies New and Renewed.	Net Amt. in force at Date.	Losses incurred during the Year.	Claims Paid.
	$	$	$	$	$
Alliance Assurance	11,028	2,539,000	1,754,000	5,196	4,651
British Traders	252	35,750	35,750	None.	None.
Canada Accident	33,031	6,569,000	4,778,000	13,206	20,762
Canadian Surety	1,819	1,162,095	497,108	251	119
Continental Casualty	3,751	....	....	712	2,069
Dominion Gresham	30,252	....	....	14,592	10,543
Dominion of Canada	62,134	....	....	16,575	14,252
Employers' Liability	156,976	28,660,000	21,780,000	56,258	51,014
Fidelity and Casualty	29,981	7,023,000	4,128,000	13,771	11,798
General Accident Co. of Canada	116,908	27,015,590	18,023,690	45,621	33,849
Globe Indemnity	83,343	7,296,873	4,487,003	30,591	27,591
Guardian Insurance Co. of Canada	75,025	....	....	51,566	39,098
Imperial Guarantee and Accident	32,336	4,677,000	4,522,000	14,166	10,742
Insurance Co. of North America	2,370	142,200	90,400	1,141	1,191
London Guarantee and Accident	73,357	17,790	9,315,000	20,395	13,153
London and Lancashire	47,884	....	....	11,780	13,913
Maryland Casualty	28,577	2,857,000	2,204,000	10,418	4,434
Merchants' and Employers'	23,425	4,780,000	2,630,000	3,702	3,587
North American Accident	36,928	6,712,300	4,291,800	10,822	11,607
Norwich Union Fire	40,185	10,847,250	7,814,750	16,488	11,755
Ocean Accident and Guarantee	95,142	27,205,149	20,367,627	30,593	36,343
Preferred Accident	1,854	285,000	190,000	255	255
Providence Washington	2,603	127,400	77,400	1,859	1,814
Queen of America	11,587	223,000	310,000	7,860	7,985
Railway Passengers	42,636	8,390,000	9,040,000	11,560	11,181
Royal Exchange	39,568	5,402	4,703	11,741	9,384
Travellers Indemnity of Hartford	77,542	10,047,500	12,822,500	108,033	21,842
Union of Canton	1,874	184,564	128,487	2,683	2,683
United States Fidelity	34,841	1,925,000	1,287,500	11,352	8,972
Yorkshire	35,538	980,000	554,000	12,725	8,678
Totals	1,233,747	....	....	535,912	395,271

Western Assurance Company

(Incorporated A.D. 1851)

Fire, Marine, Automobile, Explosion Riot, Civil Commotion and Strikes

STATEMENT AS OF DECEMBER 31st, 1918

Fire premiums for 1918	$3,213,537.87		
Marine premiums for 1918	3,298,193.98		
			$6,511,731.85
Interest and rents			181,963.95
TOTAL INCOME			$6,693,695.80
Fire losses	$1,556,762.30		
Agents' commissions	663,372.27		
Taxes	146,624.86		
General expenses	476,472.09		
		$2,843,231.52	
Marine losses	$2,905,347.43		
Agents' commissions	296,981.02		
Taxes	111,010.09		
General expenses	95,857.58		
		3,409,196.12	
TOTAL EXPENDITURE			$6,252,427.64
PROFIT FOR THE YEAR			$ 441,268.16
Capital stock (fully paid up)			$2,488,625.65
Total assets at 31st December, 1918			$7,157,538.77
Losses paid since organization in 1851, over			$74,000,000.00

BOARD OF DIRECTORS

W. B. Meikle, President

Sir John Aird
Robert Bickerdike (Montreal)
Lt.-Col. Henry Brock
H. C. Cox
Alfred Cooper (London, Eng.)
John H. Fulton (New York)
D. B. Hanna
E. Hay

Dr. John Hoskin, K.C.
Z. A. Lash, K.C., LL.D.
George A. Morrow, O.B.E.
Lt.-Col. Hon. Frederic Nicholls
Brig.-Gen. Sir Henry Pellatt C.V.O.
E. R. Wood.

BOARD AT LONDON, ENG.

Rt. Hon. Sir John H. Kennaway, Bart., C.B., Chairman
Sir Ernest Cable Alfred Cooper Sir Charles Johnston, Bart.
LONDON OFFICES: 14 Cornhill, London, E.C.

HEAD OFFICES: COR. SCOTT AND WELLINGTON STREETS, TORONTO

The Independent Order of Foresters

ORGANIZED 1874

THE SOCIETY HAS PAID OUT

OVER $63,000,000

TO MEMBERS AND THEIR BENEFICIARIES

Benefits Paid in 1918

Paid to Beneficiaries	$2,818,125.58
Paid in Funeral Benefits	33,724.58
Paid in Disability Benefits	147,305.15
Paid in Old Age Benefits	1,094,737.42
Paid in Expectation of Life Benefits	26,246.66
Paid in Sick Benefits	255,362.32
Paid in Fraternal Grants	193,361.96
Paid in Benevolent Work	94,211.98
Total	$4,661,075.65

Benefits Provided

PROVIDES A COMPLETE SYSTEM OF INSURANCE PROTECTION.
PROVIDES SICK BENEFITS
PROVIDES DISABILITY BENEFITS
PROVIDES OLD AGE BENEFITS
PROVIDES FRATERNAL, SOCIAL and HOSPITAL BENEFITS, and in many of its branches FREE MEDICAL ATTENDANCE.
PROVIDES TREATMENT FOR MEMBERS who have contracted incipient Tuberculosis.
PROVIDES FOR and EDUCATES FULL ORPHAN CHILDREN OF DECEASED MEMBERS.

Life Insurance Policies Issued from $500 to $5,000

HEAD OFFICE, TORONTO, CANADA

W. H. HUNTER, *President.*
FRED. J. DARCH, *Secretary.*
S. H. PIPE, F.A.S., A.I.A., *Actuary.*

RECONSTRUCTION

AND CAPITAL!

IN this reconstruction period, for the development of this great country's vast resources, Life Insurance is coming into its own—the people increasingly reveal their higher appreciation of the value of sound investment and protection for the safeguarding of all they hold most dear. Under the heavy demand from Europe for all kinds of Canadian products and the large development of Canadian industries, our foreign trade will expand tremendously. As numerous young Canadians launch into business for themselves with larger capital Life Insurance will be written in increasingly larger amounts. There will be many new branches of foreign houses, especially English and American, established in Canada, and the keener competition will force many to turn their capital into stock, buildings, machinery, etc., and many years may elapse before they can recover it in the form of convertible securities. To cover the menace to their capital and guard their estates from severe loss in the inevitable event of death, the only recourse for these large business men is to place adequate insurance on the lives of themselves and indispensable assistants.

All astute leaders in great business enterprises are, therefore, increasing their insurance, carrying larger policies, to give stability and permanence to their interests. Are you absolutely protected against all risks to your dependents, your old age and the future of your business? Or do you require intelligent assistance in safeguarding your assets? A solution to the problem is offered by

THE CONTINENTAL LIFE

INSURANCE COMPANY, TORONTO

One of Canada's well-established, soundest life insurance institutions, whose record for nearly twenty years is one of steady progress and financial growth. In 1918 THE CONTINENTAL LIFE wrote the largest business of any year in its history. The Company compares favorably with its older rivals at the same age, and its policyholders' interests are amply secured by men of the highest reputation for integrity and sound business practice. Before placing your next risk examine our up-to-date policies, and look into our unsurpassed reputation for prompt payments and liberal treatment of policyholders.

See our nearest representative, or write to the undersigned for a copy of our latest Annual Report and full information, stating your age at nearest birthday, and other personal particulars.

CHARLES H. FULLER, Secretary and Actuary.
GEORGE B. WOODS, President & Managing Director.

GRATIFYING INCREASE

Western Empire Life Does Much Larger Business This Year

The Western Empire Life Assurance Co. is sharing in the increased business being written by Canadian life companies this year. Wm. Smith, managing director, informs THE FINANCIAL POST that for the first quarter of the year, the company's increase in business was in excess of the total increase made in the first six months of last year. Another gratifying feature has been a corresponding increase in revenue and both have been accomplished without any comparative increase in expenses.

ACTUARIES FAVOR WITH-PROFIT TYPE OF LIFE POLICIES

Arguments Advanced in the Support of Participating Insurance

CHEAPER IN THE END

Over a Period of Years It Will Be Found That the Cost is Lower Than That of Non-participating

CONTROVERSY over the relative merits of participating and non-participating life insurance is no new thing and it will probably continue for years to come. At the moment it would appear as if the advocates of the former type of insurance were making somewhat more impression on the public mind than heretofore. Conditions have to a certain extent been helping their contentions. The war, with its serious losses; the more recent epidemic of influenza, with its alarming ravages; the lower yield on investments shown by companies which hitherto prided themselves on their high earnings; the fact that many companies have found it necessary to reduce their scale of profits,—all these conditions and more can be made to contribute to the force of the argument in favor of the non-participating form of policy. And these arguments are having their effect, for all through the country will be found people who are declaring with a good deal of emphasis and assurance that it pays a man to buy non-participating insurance and that the companies which are pushing the sale of participating insurance are deceiving the public.

In order to obtain some expert views on this question, the FINANCIAL POST has invited a few well-known actuaries to give their reasons for supporting this or that type of policy. It will be found that opinion is practically unanimous in favor of the with-profits policy and, as some very good reasons are given for holding this attitude, it may be accepted that, in the last resort, the weight of evidence supports this side of the argument.

First, take the opinion of W. A. P. Wood, actuary of the Canada Life Assurance Co. Mr. Wood is quite outspoken ih is views:

"I may say," says he, "that I do not believe it is more advantageous to buy non-participating policies than participating policies, at least insofar as this company is concerned. I make this statement even having in mind our recent experiences in heavy claims on account of war and influenza losses. It must be remembered that insurance is a question of averages. In some years the losses may be very large, and in others they may be considerably smaller.

"In writing non-participating policies the company should charge a premium which it believes to be more than adequate to meet all claims which may arise in that section of its business. In the case of policyholders holding participating policies the dividends returned to them over a series of years should bring the cost down lower than the non-participating rate. This is what happens in the case of our own company, and some years ago I had my own non-participating policies changed over to the with profit system. So that all the insurance which I now hold is on the participating plan.

"I think perhaps the strongest argument that I would be able to make in favor of the participating insurance is the fact that during the year 1918 there was a considerable profit in our non-participating fund. This surplus earning goes to our with profit policyholders. This would indicate that the non-participating policyholders do not get insurance at net rates. At intervals we transfer the surplus from our non-participating fund to our participating fund, and our participating policyholders get the benefit."

Decidedly More Favorable

M. P. Langstaff, actuary of the Dominion Life Insurance Co., a well-known writer on insurance topics, is equally emphatic:

"In the case of any well-established, soundly-conducted life insurance company, and to this class belong the great majority of the Canadian companies, participating insurance is without doubt the better form of contract for the policyholder than is non-participating insurance.

"Premium rates, whether participating or non-participating, are based on estimates of future experience in respect to mortality, interest, and expense. To ensure permanent solvency these estimates must be made very conservative, must allow for all adverse contingencies which may occur in the years to come. Consequently, in nine cases out of ten, the company's actual experience in mortality, interest, and expense is decidedly more favorable than the estimate made from the ultra-conservative forecast of what these elements may be. In the case of the non-participating policy, excess profits derived from the more favorable experience, go to the company; in the case of the participating policy, they go to the policyholder. The holder of the former contract pays on the basis of the ultra-conservative estimated experience; he who holds the latter gets his insurance at actual net cost.

"I am, of course, considering the average policyholder who lives for a number of years and not the man who dies shortly after his policy has been effected."

Argument Still Holds

F. A. Dark, actuary of the Excelsior Life Insurance Company, dismisses the subject with this pertinent comment:

"Notwithstanding the heavy mortality resulting from the war and the influenza epidemic, only one company of continental reputation has cancelled its dividends for 1919. The great majority of companies have made no reduction whatever in their scale of dividends, while some companies have actually increased them. Consequently, the arguments in favor of participating insurance in preference to non-participating insurance still hold good."

Temporary Decline

J. W. Fisher, actuary of the National Life Assurance Company, emphasizes the temporary character of the present experience of life companies, when he writes:

"In view of the extra heavy mortality with which life insurance companies have had to contend during the last four years on account of the war, and also on account of the recent epidemic of influenza, the surplus of all life companies has been much depleted. Under these circumstances one of the most natural ways for the companies to replace some of this lost surplus is to reduce the amount of profits paid to policyholders. From this, of course, follows the inevitable result of policyholders seeking non-participating instead of participating insurance. But if a prospective applicant for insurance would take the trouble to look over the past experience of life companies for a period of years, he would find that there have been very few times in which they have been called upon to face such unusual conditions as have prevailed during the last few years. In fact he would come to the conclusion that the past few years' experience was only temporary and did not permanently affect the stability of the companies. I am satisfied that he would also be convinced that participating policies have proved to be more profitable to the policyholders than non-participating policies, this, too, in spite of the fact that everything in the non-participating policy is guaranteed and the premium rate is lower—these being the two chief factors in favor of the latter form of insurance. Results in the past having shown that the cost is less under with-profit policies than under without-profit policies, and our companies being in such a strong financial position, I feel sure the same results will hold good for the future."

Writing Experience

M. S. Hallman, actuary of the Mutual Life Assurance Co. of Canada, does not believe that the public are persuaded that non-participating insurance is preferable. He says:

"We are to-day writing less non-participating business and much more participating business than before. The new assurances procured last year were the largest in the history of the company; this year the issue of new business at the end of March was slightly greater than the total business issued last year to the end of June.

"I can do no better than quote from our 49th Annual Report in respect to surplus distribution.

"Notwithstanding the special call upon our funds occasioned by war and plague, we have not found it necessary up to the present time to make any reduction in the surplus or dividends paid to the policyholders, but have felt warranted in continuing our distribution on the same scale as heretofore. This has been possible through the policy adopted in years gone by of following the prudence displayed in the familiar instance in Egypt some thirty-six centuries ago, by accumulating during years of prosperity, a sufficient reserve surplus to provide against possible adversity such as has arisen in recent experience. The wisdom of this course has now received its demonstration. Through these trying years, when there have been so many increased demands in the way of the greatly increased cost of the necessaries of life and other unavoidable expenditures, policyholders have not had added to their burden an increase in the outlay for their life insurance protection in this country by having their surplus or dividends reduced.

"If we continue our present dividend scale, the participating policy is much superior to the non-participating policy as the actual results of our policies conclusively prove. In fact, the question is not a debatable one with us, as past experience amply shows."

PROVINCIAL LOSSES

How the Fire Loss of 1918 Was Distributed Among Provinces

On the basis of Provinces, Ontario again led in fire losses last year with a total of over $7,500,000, an increase of nearly half a million over 1917. The comparative showing of it and other Provinces was as follows:—

	1918	1917
Alberta	$1,206,550	$ 799,538
B. Columbia	1,198,047	884,503
Manitoba	1,866,505	1,644,310
New Brunswick .	705,829	866,165
Nova Scotia	880,469	1,364,106
Ontario	7,500,662	7,083,794
P. E. I.	39,460	75,151
Quebec	4,496,621	4,710,569
Saskatchewan ...	1,501,176	1,225,241
Yukon	1,250	203
Totals	$19,437,614	$18,685,024

Good work has been done by the Ontario Fire Prevention League, which is in affiliation with the Ontario Fire Marshal's office in issuing an educational booklet on "Fire Prevention on the Farm and Elsewhere." It contains many very valuable hints on how to prevent fires, particularly on and around farms.

MORE DEADLY THAN WAR

STATISTICS show that influenza is much more deadly than war. In a few months it has taken more victims than fell in over four years of fighting.

¶ That it has awakened the average citizen to a more lively sense of the constant risk of death which he faces, and the results which would ensue for his dependents, is shown by the enormous and growing demand for life assurance protection.

¶ Have you realized the magnitude of this risk as affecting you and yours?

¶ For information regarding necessary protection communicate with the

SUN LIFE ASSURANCE COMPANY OF CANADA

Head Office: Montreal

T. B. Macaulay, President

ADVANTAGES OF COMMERCIAL LIFE INSURANCE ARE BECOMING MORE WIDELY RECOGNIZED

A Type of Insurance Which Commends Itself to Sound Business Sense

PROTECTS CREDIT

Many of Its Strong Points Are Pointed Out and Its Uses in the Conduct of a Business Are Enumerated

By S. C. VINEN
Canada Life Assurance Company

THERE are few men who do not at one time or another during their business careers find themselves face to face with a situation of more or less serious nature, which, could it have been foreseen in time, might have been provided for in such a way as to render its effects harmless, or at most superficial. The development of modern business methods has brought to the front many able men, and yet surprising and unlooked for commercial failures are a constant reminder of the dangers which beset the industrial community. A good executive must possess qualities which will enable him to guide his ship of industry or commerce through fair and foul seas. If he is to maintain a successful course to the end of his activities he must have the faculty of seeing into the future; furthermore he must see that sufficient ballast is being carried to provide for emergencies when the helm is taken over by one less experienced than himself.

Commercial life insurance provides entirely or partially ,as the case may be, against loss of capital, experience, technical knowledge or energy, arising through the death of a valuable man. The hazards which attend a sudden change in management through death, or the loss of any one man whose financial ability or experience is essential to a business, are two often left unprovided for, and when the blow falls it may not be possible to avoid isaster. No man could be considered sound ,in a business sense, if he neglected to insure his own or his company's buildings, equipment and stock against loss by fire, and yet fire is only a possibility, more or less remote according to local conditions, or the nature of the industry, whereas, death is inevitable. Nevertheless, in spite of the certainty of death ,with its accompanying shock to all concerned, it is a fact that until comparatively recent years the practice of protecting a business against loss by insuring the lives of important members in the organization, was almost unknown. Each year the advantages of commercial life insurance are becoming more widely recognized, and at the present time it is generally admitted that few, if any, business concerns, whether large or small, can much longer neglect this form of protection.

Life Insurance and Credit

Before going into the many reasons which make this form of insurance invaluable in the event of death, it may be well to refer to the immediate effect it has in strengthening credit. This fact could not be more clearly demonstrated than by the attitude of the banks towards life insurance. When considering requests for credit, banks usually require information as to the amount of life insurance carried by the applicants, together with the names of beneficiaries. Particularly is this the case where the man at the head of the business is a very important asset, not only on account of his personal ability and integrity, but because, without his services the business might not justify granting the accommodation. In effect the banks say—as a security we do not consider your buildings, equipment and other physical assets sufficient, without the directing force of this one man. In following this course the banks not only protect themselves, but also safeguard the future of the customer.

Another phase of the situation relating to credit and insurance has to do with the loan value in the policy itself. In all life (except term) and endowment policies provision is made so that, after the third annual premium has been paid, a proportion of the reserve in the policy is available to the policyholder, either as a cash consideration for the surrender of the policy, or as a loan issued on demand at a fixed rate of interest. This amount increases each year as the premium are paid and interest is added, so that in the course of some years the fund reaches large proportions.

Such a loan might be the means of permitting a policyholder to take advantage of an opportunity in his business which would otherwise be denied him, either on account of the existing high rate of interest or because of the strain upon his credit. It furnishes an entirely independent source of credit; it is available on demand no matter what the condition of the money market may be, and, moreover, the rate of interest is lower than can be obtained elsewhere.

The very fact these loans can be so readily obtained might result in defeating the object of the insurance. Obviously, therefore, it would not be advisable to encourage the practice except in the case of an emergency, otherwise a loan may remain unpaid indefinitely with the ultimate result that the policy would be allowed to lapse.

The Value of a Life

It may be well to refer somewhat more definitely to a few of the essential reasons which make life insurance an outstanding benefit in the business world to-day. As already stated, it protects the business, to some extent at least, against loss through the death of an important member of the concern. This man may be a president, a manager, a salesman, an engineer or a chemist, or he may be the endorser of the company's paper. He may hold the equivalent of any one of these positions in a partnership business or stock company. The measure of his loss his death would entail on his business associates unless his place can be unique capacity is the measure of the immediately and adequately filled. As there is no certainty in most cases that this can be done, there can be no argument against the wisdom of providing an indemnity. Where it eventually happens that a man's place is filled without loss to the business, the additional capital acquired through payment of the policy will further stabilize the credit of the concern. If, on the other hand, the shock is sufficiently great to affect the credit of the business, either immediately or in the future, the very existence of the company may depend upon this cash fund, which would compensate for the loss sustained through a disorganized department or a temporarily curtailed output.

When a business is conducted on credit extended by reason of the endorsement of paper by some individual whose death might result in the withdrawal of the bank's accommodation, sufficient life insurance would protect the business against a serious setback. Or an endorser may depend largely upon certain lives in the concern he is backing, in which case he should be protected by insurance policies on the lives of these men to the full extent of the endorsement.

Protecting Financial Obligations

In considering the protection of special financial obligations or of bond issues, which must be redeemed by a certain time, no more certain method can be found to provide for maturity than by an endowment policy issued on the life of an important member of the organization.

Let us assume that a company wishes to raise $100,000 on bonds to mature in twenty years; and suppose that the credit and success of the enterprise depends largely upon one man. In the event of this man's death the assets may so far depreciate as to make it impossible to redeem the bonds in full; but if the issue were covered by an endowment policy, of a like maturity to the bonds, or maturing immediately upon the death of the man insured, the full amount necessary for the redemption of the issue would be available. In the one case, the endowment policy provides for payment of the entire bond issue at date of maturity. In the other case, the policy may be paid some years before the bonds need be redeemed, when it may be found profitable to set aside a sufficient sum of money on a sinking fund, which if improved at certain rate of interest until date of maturity would cover the payment of the issue, and at the same time leave a balance to improve the business. It is worthy of notice that in the latter case the company's loss is to an extent compensated by the premiums saved.

Practically the same principle may be applied to protect and eventually retire any financial obligation, of a sufficiently long term, both the amount and the date of maturity depending upon the special circumstances surrounding the case.

Safeguarding Partner's Interest .

Commercial life insurance is for many reasons particularly adapted to the needs of a business partnership, for on the death of one member, his heirs might wish to carry on his interests or to withdraw his share of the capital. It is conceivable that either course might threaten the financial stability of the firm, by creating suspicion and apprehension in the minds of creditors. It would be undesirable, if not hazardous, to have any share of the business pass into the hands of strangers, who, being unfamiliar with its details, might bring about financial embarrassment or even suspension of the business. If, however, all the partners were insured in favor of the firm the proceeds of the policy would enable the survivor to pay off the deceased partner's interest without delay, and replace in a measure his loss, or at least bridge over the period of readjustment. The future of the business and the full value of the partner's estate represented in the firm would thereby be assured.

No more eloquent words have been spoken on this subject than those of Sir Edmund Walker, president of the Canadian Bank of Commerce, when he addressed the Life Underwriters, at the first International Convention held in New York on September, 4, 5, and 6, last. His subject was "Life Insurance, Bank Credits and Thrift." The writer takes the liberty of quoting him in part:

"In theory a well-managed company has substitutes for everybody, but in practice this is rarely true, and great manufacturers like Mr. Ford have learned that changing even ordinary workmen from week to week is one of the most costly items of business. When a chief executive officer dies there is often a positive crisis in the affairs of the company he has been administering. No insurance can avert the loss of his ability to the world, but every industrial company can insure the lives of its main executive officers."

And speaking of the partnerships he said:

"Sometimes several men go into a venture together and each performs some portion of the work necessary to success. When the banker is concerned nothing can be wiser or more conducive to the credit of such a venture than the fact that the whole group is so insured that a handsome sum of money will be paid to the surviving members if a single member dies."

NIAGARA FIRE INSURANCE COMPANY
Incorporated 1850 Head Office: NEW YORK
Cash Capital: $1.000.000.00.
Total Assets Dec. 31st, 1918: $10.286.583.97
Canadian Department: MONTREAL W. E. Findlay, Manager
Toronto Agents: - - Murphy, Love, Hamilton & Bascom

"Security First"
A Strong Canadian Company
$131.00 of Assets
For Every $100 of Liability
EXCELSIOR
INSURANCE LIFE COMPANY
Excelsior Life Building Toronto, Canada

ESTABLISHED 1889
STUDY THIS GROWTH
Steady and substantial growth in all departments of the business is one of the best tests of a company's merit.

Year	Assurances Issued	Business in Force	Assets	Reserves	Income
1903	$ 816,648	$ 5,231,297	$ 847,546.50	$ 658,540.44	$ 183,440.59
1908	1,543,466	8,171,153	1,620,361.68	1,340,574.48	344,511.88
1913	3,525,508	16,146,991	3,307,903.86	2,579,422,39	685,970.81
1918	6,504,902	26,543,570	5,499,535.02	3,936,401.00	1,246,829.57

THE DOMINION LIFE
Assurance Company
Head Office - - - Waterloo, Ontario

PLATE GLASS COS. MEET BIG LOSSES

Cost of Replacement Doubled, While Rates Have Only Recently Been Raised

One branch of the insurance business which has had to shoulder heavy losses during recent years is that concerned with the insuring of plate glass windows. Not that there have been abnormally heavy breakages,—though the war risk has been a noticeable feature as at Halifax and Trenton where explosions did much damage to windows,—but the cost of replacement which is borne by the companies has gone up to such an extent that a single break is as expensive to-day as two breaks in pre-war days. When this is coupled with the fact that plate glass insurance runs for three years and rates were not raised until last year, it is apparent that the companies have been carrying a heavy load.

The way the plate glass risk has been increasing is shown by the Government returns. In 1916 the losses incurred amounted to $131,502; in 1917 to $36,401 and in 1918 to $225,954.. It will be noted that 1918 was slightly less than 1917 but then the Halifax disaster occurred in the latter year. Allowing for this and for the fact that there was no serious war loss last year and the force of the foregoing remarks will be borne out. So far as the actual payment of losses is concerned these increased from $125,296 in 1916 to $153,106 in 1917 and to $284,142 in 1918 or by over 100 per cent. in two years. The premium paid in the same interval rose from $271,302 to $402,055.

What has made glass so expensive? Until 1912 glass prices had been normal in Canada for many years. The increasing cost of materials and labor then led to advances, and just as the market was becoming accustomed to higher prices, the war broke out. The war had an immediate and disastrous effect on glass prices, owing to the total destruction of the glass factories of France and Belgium. No plate glass is made in Canada and all importations from the United States are subject to a duty and war tax amounting to 42½ per cent. In the meantime, though the war is over, little relief can be expected for a long time.

BUSINESS GROWS IN EMPLOYERS' LIABILITY FIELD

Despite Spread of Workmen's Compensation Legislation

NEW FIELDS OPEN

The Business Written in 1918 Shows a Very Good Increase Over That of Previous Year

To a good many people the fact that several of the Provinces of Canada have adopted workmen's compensation measures, which include the establishment of state-administered compensation funds, would seem to indicate that the business of employers' liability companies would be shot to pieces. It is quite true that much business has been lost from this cause but it must not be overlooked that there is a large and growing field not touched by the workmen's compensation boards. For example, there is the insuring of the employees of stores in which elevators and escalators are running, of chauffeurs who are operating cars owned by employers of various kinds, of the whole army of employers who are outside the industries which come specifically under the acts. And in some cases, as for example in Manitoba, the employers' liability companies do all the insuring at rates and under rules fixed by a compensation board. Even in Ontario, where there is a state fund, employers in certain classes are permitted to insure with the private companies.

Instead then of standing still or receding, the business of the employers' liability companies in Canada is on the increase. This is shown pretty plainly by the premium income of these companies. In 1916, they received in premiums $1,930,198; in 1917, $2,437,392, and in 1918, $2,885,242. The same is true of losses incurred which have increased from $1,144,937 in 1916 to $1,511,397 in 1917, and to $1,686,833 in 1918. There has been a steady growth and this is reported to be keeping up well in all parts of the country during the present year.

Employers' liability companies have often been accused of opposing workmen's compensation legislation. But it has not been the principle of the measures that they have objected to, but the setting up of the state-administered funds which they claim cannot be handled to the same advantage as were the business carried by the private companies with their facilities for spreading the risks over wide areas. In Manitoba, where the companies do the insuring, the system is claimed to be much more favorable to the employer than in Ontario, where a fixed assessment is levied no matter whether the industry is well safeguarded or not.

Plate Glass Insurance in Canada For the Year 1918

Companies	Premiums for the Year. $	Amt. of Policies New and Renewed. $	Net Amt. in force at Date. $	Losses incurred during the Year. $	Claims Paid. $
Canada Accident	20,612	....	....	9,479	35,294
Canadian Surety	9,309	....	....	3,149	3,149
Casualty Company	5,308	....	....	2,854	4,648
Dominion of Canada	32,071	....	....	21,010	39,177
Fidelity and Casualty	12,869	725,066	796,360	5,869	4,477
Guardian Insurance	13,617	....	....	6,821	8,239
Imperial Guarantee	6,182	....	....	3,084	2,972
Imperial Underwriters	None	None	None	None	None
Law Union and Rock	8,809	....	....	2,937	2,937
Lloyds Plate Glass	74,507	....	....	32,564	52,049
London and Lancashire	20,673	....	....	9,322	12,592
Maryland Casualty	7,817	....	....	3,977	3,861
Merchants' and Employers'	18,393	....	....	14,527	14,652
Mount Royal	7,716	....	....	4,236	4,236
National Prov. Plate Glass	19,545	....	....	9,892	10,256
New York Plate Glass	23,773	....	....	12,433	10,852
North American Accident	17,229	....	....	12,181	12,482
Norwich Union Fire	10,981	....	....	5,940	7,580
Ocean Accident	54,155	....	....	24,663	25,258
Railway Passengers	18,879	....	....	15,184	14,136
Travelers Indem. of Hartford	5,059	....	....	18,710	3,642
U.S. Fidelity and Guaranty	6,929	....	....	6,912	6,012
Yorkshire	7,602	....	....	710	5,641
Total	402,035	....	....	225,954	284,142

Employers' Liability Insurance in Canada For 1918

Companies	Premiums for the Year. $	Amt. of Policies New and Renewed. $	Net Amt. in force at Date. $	Losses incurred during the Year. $	Claims Paid. $
Alliance Assurance	6,425	675,000	640,000	2,065	1,270
Canada Accident	197,448	3,860,390	2,727,890	139,918	122,425
Dominion Gresham	21,552	....	....	5,144	5,275
Employers' Liability	652,357	15,144,000	13,819,266	847,573	362,668
Fidelity and Casualty	6,968	2,637,000	2,522,000	284	1,759
General Accident of Canada	96,904	7,044,900	5,994,350	39,875	62,428
Globe Indemnity	179,593	5,271,000	2,546,000	108,000	89,339
Guardian Insurance Co. of Canada	64,331	....	....	37,203	26,452
Imperial Guarantee and Accident	2,349	305,000	342,000	None.	None.
Law Union and Rock	51,603	....	....	48,087	27,561
London Guarantee and Accident	486,583	6,480,000	5,710,000	338,595	298,050
London and Lancashire	18,244	....	....	10,904	10,012
Maryland Casualty	108,230	4,605,781	3,723,790	76,504	56,465
Merchants' and Employers'	84,797	7,910,000	6,760,000	44,009	37,853
North American Accident	215,920	4,715,000	4,955,000	148,620	136,462
Norwich Union Fire	32,183	2,387,500	1,773,334	15,619	11,964
Ocean Accident and Guarantee	213,902	8,341,999	7,509,499	86,655	105,502
Railway Passengers	133,661	....	....	71,908	45,108
Royal Exchange	31,629	1,080,000	990,000	11,438	4,905
Security Mutual Casualty	16,204	....	....	5,818	5,342
Travelers Insurance of Hartford	146,640	....	....	88,069	89,738
United States Fidelity	57,882	3,068,200	3,384,815	30,625	25,775
Yorkshire	59,887	1,970,000	1,900,000	29,911	34,911
Totals	2,885,242	....	....	1,686,833	1,351,264

IMPORTANT PART PLAYED BY CURRENT SURPLUS EARNINGS IN SAFEGUARDING POLICYHOLDERS

Canadian Life Companies Give Extraordinary Service of Late

AN OBJECT LESSON

Any Diminution in Dividend Returns to Policyholders Should Be Only a Temporary One

By G. CECIL MOORE
Actuary and Assistant General Manager, Imperial Life Assurance Co.

IF a life insurance company could exactly foretell the rate of mortality, the rate of earnings on its investments and the rate of expense which it would experience, there would be no necessity or place for policies participating in surplus earnings. For the company would be able to calculate a scale of premiums which would exactly meet the benefits guaranteed by its contracts and the cost of conducting the business, and neither deficit nor surplus would result from the company's operations. However, a life insurance company cannot foretell just what mortality rate will be experienced; it cannot foretell just what the rate of earnings will be on its investments; nor can it exactly gauge what will be the cost of conducting the business. A company, therefore, in calculating the rates of premiums to be charged requires to make assumptions as to what its future experience will be in the above respects, and as it is essential that the premiums shall be adequate—since if found too small they cannot be increased on existing business and a deficit would result—these assumptions have to be conservative ones. As the premiums are calculated, therefore, on a conservative basis, the policyholder usually pays more than is required, and the excess is returned to him as surplus or dividends.

Not Ordinary Profits

It will be seen from the foregoing that these surplus funds, dividends, or profits, are not in the case of a life insurance company in any sense like the profits of an ordinary commercial or industrial concern; instead, they are simply the refund of over-payments. To use a homely simile, it is like a man sending out to buy a dozen cigars. He does not know the exact price, so he gives the messenger a sum which he feels certain will be more than sufficient. The messenger buys the cigars and brings the excess back to him. This excess could hardly be called profit. The simile carried a little further will bring out another point, which is that if the messenger brought back poor cigars and considerable change, he would not necessarily be worthy of more commendation than another messenger who brought back better cigars and less change. So in the case of a life insurance company the profit returns or dividends to policy holders cannot be taken as the sole criterion on which to judge the excellence of a company. One company may be more liberal in the admission of lives to the benefits of life insurance, more liberal in its treatment of claims, and have more liberal provisions in its policy contract than another company. The broader service which the first company renders would naturally be more costly to it and result in lower profits or dividends to policyholders, all other thing being equal, than in the case of the second company. This second company, notwithstanding its higher dividends to policyholders would not in such circumstances have just grounds for claiming that it was doing better for its policyholders, as a whole, than the first company.

Extraordinary Service

In the past few years the Canadian companies have been giving extraordinary service to their policyholders. The primary purpose of all life insurance, namely, the protection of dependents, has been fulfilled to an unprecedented extent. In the first place, the Canadian companies paid many millions of dollars to the families of those policyholders who met death in the service of their country. No extra charge was made for the heavy extra mortality cost in respect of policyholders who entered active service, except in the case of the comparatively few of such policyholders who took out their insurance after the outbreak of war. In the second place, the companies were subjected during the several months in which the influenza epidemic raged to a mortality rate among their assured lives of from three to four times the normal and paid out, in consequence, many millions of dollars in claims over and above what had come to be looked upon as normal death claim payments.

As a result of the epidemic and of the war, the value of the protection which life insurance affords has been strikingly demonstrated. Everywhere the public has had the object lesson presented to it of businesses being continued, homes being sustained, independence being retained and children being educated on the large volume of insurance funds paid out by the companies in respect of the many policyholders who succumbed to the war or the influenza.

Must Reduce Paeymnts

It will be apparent that the life companies could not carry out to this extraordinary extent their main and all-dependents—and at the same time important function—the protection of maintain their same high standard of security, without some diminution in the amount of premium refunds or dividend payments which they otherwise would have been able to make to the surviving policyholders. And those companies which under the unusual and trying conditions just referred to have thought it the part of wisdom voluntarily to reduce their dividend scales in order that no recession should be made from the strong position they previously held, should receive nothing but commendation. It is certain that they will receive commendation from those who understand and appreciate the true function of a life insurance company and the necessity of any company subordinating its natural desire to pay high dividends to the duty of making security the first consideration.

The surviving policyholders will, moreover, appreciate the fact that they themselves have received compensation for any temporary decrease in dividends, through having had their own assurances carried through the period of the epidemic when the chances of death were greatly increased, while, insofar as the war is concerned, those who lost their lives were fighting for the preservation of our homes and families, serving, therefore, to an unlimited degree, a purpose analagous to that served by the institution of life insurance itself.

Only Temporary Cut

Any diminution in dividend returns to policyholders should be only a temporary one, for practically all the well established Canadian companies, notwithstanding the strain of the last few years, have permitted no impairment of the security offered by them to policyholders, nor of the strong position they were in for earning surplus. During these years, funds which would otherwise have gone into surplus have, it is true, been diverted to pay war or influenza claims, but once this diversion ceases, and it has by now much diminished, these funds will flow back into their normal channels. The many Canadian companies which before the war and epidemic were giving such dividend returns as to make their participating contracts more advantageous to their policyholders than a non-participating contract, will still be in a position to do so, even though the higher mortality produced by the war and the epidemic may have affected current dividends. A life insurance policy is not a contract of one or two years, but of many years.

Effect on the Surplus

Another point of which mention might be made is that in several insurance articles reference has been made to a decrease which has taken place in the general surplus funds—in other words, the excess of assets over liabilities—of several of the companies, and this decrease has been attributed wholly to the war and the epidemic. This is erroneous. Until recent years there was included in this general surplus fund all profits contingently apportioned to deferred dividend policies. And practically all the participating policies of the Canadian companies were, until a few years ago, issued on the deferred dividend system, which is a system whereby the surplus credited to the policies is accumulated for periods of fifteen and, in most cases, twenty years and paid out on the lives assured surviving these periods. Since the passing of the Dominion Insurance Act in 1910 these conditions have gradually changed. The system of distribution has more and more tended to one where the surplus is paid out at periods not greater than five years. Also, by the Dominion Insurance Act, the surplus contingently apportioned to deferred dividend policies issued since January 1, 1911, is required to be taken out of the general surplus fund and entered as a liability. The effect of this paying out of the surplus at more frequent intervals and of the enterings as a liability of all surplus credited to deferred dividend policies issued in and after 1911 will be that the general surplus fund of the companies will decrease, irrespective of how great the future surplus earnings of the companies are, until eventually this fund will diminish to a relatively small proportion of the amount which was held in it under the old conditions.

FRATERNALS ARE BEING PLACED ON A BETTER BASIS

Amendment to Insurance Act Will Have Far-Reaching Effect

By SIDNEY H. PIPE, F.A.S., A.I.A.
Actuary, Independent Order of Foresters

THE most important event which has taken place in fraternal insurance during the past twelve months has undoubtedly been the co-operation which has taken place between the Superintendent of Insurance for the Dominion of Canada and the fraternal societies, whereby an Act to amend the Insurance Act, 1917, has been drafted to the satisfaction of all concerned. This legislative enactment will have such a far reaching effect in separating the "sheep" from the "goats" in the field of fraternal insurance, that an explanation of its basic principles should be of interest to the insuring public. They will not have to rely further upon the dictum of any alleged "Insurance expert" as to whether the society is "safe to insure with" because the mere fact that a society has a Dominion license will answer the question in the affirmative.

The safeguards which the enactment places around fraternal societies with a Dominion license will, in their essential features, be greater than those which now surround life insurance companies. When one considers this result with the attitude of fraternals within less than a decade, the change cannot be described as less than startling. It has been brought about not only by the insurance education of the fraternal managers, but by the sympathetic help of an insurance superintendent who, as a qualified actuary, is competent to pass intelligent judgment upon a question of intense interest to the life insurance world.

No Longer Assessment

It is well known to those in close touch with fraternal insurance that the "assessment system" of life insurance has long ceased to exist. A vast chasm separates the society which lives upon the "hand to mouth" principle of collecting premiums or "assessments" just sufficient to pay its matured claims and the society which collects regular monthly premiums sufficient under normal circumstances to mature its contracts, but which reserves to itself the right to collect additional premiums should an abnormal condition deplete its reserves. The former society works under the "assessment system" whereas the latter is a "fraternal benefit society" whose permanent solvency is assured under any condition except bad management. Since the former system has disappeared the section of the Insurance Act relating to "Assessment Societies" is to be replaced by a section regulating Fraternal Benefit Societies.

Under a decision of the Privy Council, foreign fraternal societies operating in Canada came under the jurisdiction of the Dominion Insurance Department. There are a number of such societies operating in Western Canada, the majority of them under wholly inadequate rates. It became the duty of the superintendent to protect Canadians against the operations of such societies. The problem naturally presented many legal and actuarial difficulties, and solutions, which would have dealt with the worst offenders imposed hardships upon others who were entitled to some consideration. It was also considered desirable, whilst dealing with foreign societies, to legislate so as to enable provincial societies to obtain Dominion license under conditions which would be beneficial to their members. In addition societies licensed under special acts and maintaining the standards of those acts had to be brought under the new act without weakening their standards.

Provisions of Act

The amendment to the Insurance Act 1917, contains the following provisions relating to fraternal societies. A foreign society not licensed in Canada at the passing of the act may obtain a license upon establishing to the satisfaction of the superintendent that its reserves and rates of premium are sufficient to meet all benefits promised, as they mature. The society is also required to deposit with the Insurance Department securities sufficient to cover the reserves on all new business issued after the passing of the act. After 31st March 1925, license will be renewed only if it is demonstrated to the satisfaction of the superintendent that the society has reserves sufficient to meet the benefits promised on all its existing business. This gives the society time to place itself in an actuarially solvent condition and in the interval protects policy-holders who insured after the passing of the act.

Provincial societies obtaining Dominion license are subject to the same conditions except that they are not required to deposit securities covering reserves on new business, if, under the by-laws of the society, new business is written under adequate rates and securities covering the reserves on such adequate rate business are segregated for the protection of such business. Aplication for Dominion license must be authorized by the chief governing body of the society.

Must Include Reserves

Every Dominion licensee after the passing of the act is required to include in its liabilities the reserves sufficient to protect all existing business. The act requires that the actuary employed in making the valuation shall be a Fellow of either the British Institute of Actuaries, the Faculty of Actuaries of Scotland, or the Actuarial Society of America, thus ensuring that nothing but the best actuarial advice shall be used. This condition is more drastic than is applied to life insurance companies. Whilst most companies, as a measure of self protection, employ actuaries with at least one of these qualifications, they are not compelled to do so, and actuaries with these qualifications are not employed by all companies.

These, in brief, are the main provisions which affect the financial condition of fraternal societies. They are such that any society desiring to conduct fraternal insurance upon sound lines has the opportunity of so doing under a Dominion license. Hence, the fact that a society has such a license will be security to the public that its rates and reserves are adequate for the benefits promised, for after March 1925 no society will be permitted to operate under a Dominion license unless all its business is in a solvent condition. In the interval all new business will be protected by securities covering the reserves on such business, so that it may be reinsured in the event of the society failing to become solvent by that date.

KINDS OF POLICY NOW IN VOGUE

Limited Payment Life For Young Men and Ordinary Life For Older Men

By J. W. W. STEWART
Managing Director, Monarch Life

The great demand for life insurance which the companies are experiencing just now is without precedent. The old policyholders seem more particular than ever to keep their insurance in force.

With this company the plans in favor are limited payment life up to age 45 and ordinary life plans with middle aged and older men. The demand for non-participating insurance is very limited. The monthly income system is growing in popularity but the public seem slow to realize the advantages of this method of payment. Without a doubt the object of the insurer is to give continued benefit to those depending upon him and not to give one single evidence of love and affection, the source of which is soon dissipated, but to give continuity. I have just written our representatives respecting income insurance, making the following observations and these may be of some benefit to someone else:

Benefits of the Income System

The rovision of an annual income for loved ones is older than the Christian era. The system is known to have been ontroduced before Christ and was actuated by (1) love of family, (2) pride in the family stock or race, and (3) the object of perpetuating the excellent qualities of the clan. The same noble objects obtain to this day.

It is well known that annuitants live long because of ease of mind.

The values of British "Consols" and French "Rentes" were vitiated by stock exchange operations which can never be the experience with life insurance policy incomes.

Definite annual provision may be made by the assured for parents, wife, children or dependent ones.

Bachelors may protect their own future by insuring on endowment plans.

The monthly income system is of advantage to beneficiaries who are minors: risky and inexperienced investors; persons extravagant in tastes, overly generous or mentally unbalanced.

Moderate sums in regular instalments are not so likely to "turn the head" of the beneficiary as would be the case with one large payment. Provision is thus made against exploiters and second husbands.

Children can be best protected by protesting the mother or guardian.

Expensive administration fees and taxes can thus be avoided.

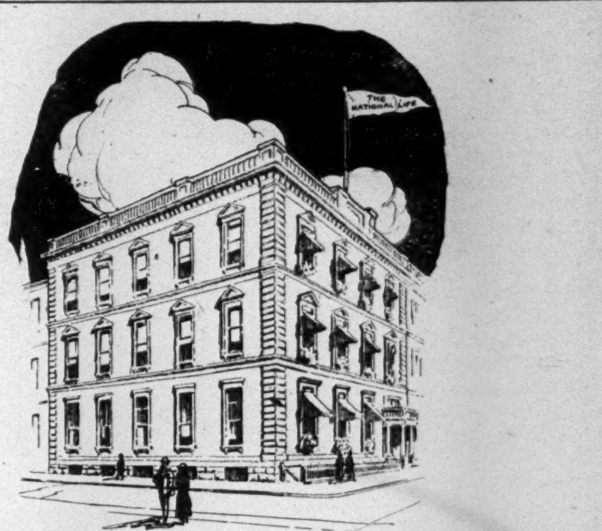
The assured may feel confident that when he has passed away there will be a regular distribution in harmony with his plans while alive, there being no financial shrinkage or loss.

The aim of a continuance of the necessary comforts is assured. In the case of a wife with small children depending upon her, the monthly income system tides over a very difficult period in the history of the little family.

During the ten years the wife has ample opportunity to mature her life plans, during which time some of children, if any, may be old enough to take their part in easing her load and be able to assist with the younger children.

From every point of view the monthly income system of payments to beneficiaries fulfills the real object of those who insure their lives for the benefit of others.

Mount Royal Assurance Co.
Surplus and Reserves, $1,214,457
Total Funds, $1,436,842
Total Losses Paid, $2,692,201
Applications for Agencies Invited
HEAD OFFICE - - - MONTREAL
P. J. Perrin and J. R. Macdonald, Joint Managers



The National Life Assurance Company of Canada

A sound, well-managed life insurance company stands as a bulwark against poverty. In a financial crisis, or in a bad money market, your life insurance policy is possibly the only asset which, upon your death, would bring its face value.

An insurance policy with **The National Life Assurance Company of Canada** can be cashed immediately upon proof of death, and may save your estate from being sacrificed.

The cost of management of the Company is amongst the lowest of the Canadian life companies, and its securities are of the very highest class, fully 85% being in Government, Municipal and School District Bonds.

The National Life furnishes $142.00 of Security for every $100.00 of liability.

Sickness and death entail heavy expense, and ready cash is often hard to obtain, but prompt payment by The National Life will insure ready cash, which will enable your estate to pay your debts, lift your mortgage, and if your policy is large enough, it will give your dependents something to go on with. While it will not soften their grief at your loss, it will keep your memory green, and it will certainly make their path through life smoother.

Write for attractive booklet—"The Silver Lining."

HEAD OFFICE — National Life Chambers — TORONTO

"Double the Amount

would have meant double the satisfaction," said a highly pleased Policyholder a few days ago, when receiving the returns of his Policy the day it was due. "The fact is, I consider this Endowment Policy the best investment I ever made, and I could easily have saved considerably more than double the amount of the annual deposit. From the moment I received the Policy, I enjoyed a feeling of security, knowing that in the event of anything happening, my family would be provided for. My advice to all young people is to 'play safe' and carry a guaranteed policy with The Manufacturers Life Insurance Company."

If you will but fill out the form below, full particulars of our guaranteed Plans will be mailed you.

The
Manufacturers Life
Insurance Company
HEAD OFFICE - TORONTO, CANADA

Please fill in and forward to the above address.

Without obligation, please furnish me with particulars of your Endowment Policy for a child..............years of age. I would like to save $.................................... yearly.

.... Name
.... Address

INFLUENZA DID NOT BOOM HEALTH INSURANCE SO MUCH AS MIGHT VERY WELL HAVE BEEN EXPECTED

Only Normal Increase in 1918 Over 1917 is Reported

LOSSES WERE HEAVY

There Was a Big Increase in the Losses Incurred and Claims Paid During 1918

UNQUESTIONABLY the influenza epidemic has had a good deal to do with increasing the amount of sickness insurance written in Canada, but posibly the increase is not as large as might very well have been expected. At any rate, judged by the premium income of the companies writing health insurance, no very great gain appears to have been made during the past year. In the case of sickness insurance alone, which is written by some 31 companies, premiums paid grew from $1,109,801 in 1916 to $1,374,351 in 1917 and to $1,539,774 in 1918, while in the case of combined accident and sickness, the growth was from $585,775 in 1916 to $859,955 in 1917 and to $915,373 in 1918. On this basis the expansion between 1916 and 1917 was larger than between 1917 and 1918, which would seem to indicate that the influence of the influenza was very small after all.

Losses Mount Up

It is on the other side of the account, however, that the epidemic shows its effect. Losses incurred which, in the case of straight health policies, only amounted to $719,195 in 1916 and to $878,401 in 1917, jumped to $1,388,668 in 1918. In the case of the combined policy, the increase was from $309,905 in 1916 to $591,177 in 1918. These losses have continued into 1919 and while claims are now abating, the experience of the first three months of the year will be such as to impose a very severe strain on the companies for the present year. Indeed, were it not that the companies invariably write other lines of insurance, they would be put out of business for there is no money at present in health insurance.

As a matter of fact there is very little the health insurance written apart from accident insurance and if a combined policy is not taken, a health policy and an accident policy are taken concurrently. This saves the company the heavy loss it might otherwise experience. This is clearly shown by the figures covering accident insurance. Here, while premiums advanced between 1917 and 1918 from $1,644,664 to $1,795,176, losses incurred were only up from $703,701 to $711,956. That is to say, the loss ratio was appreciably less in 1918 than in 1917.

Outlook Favorable

The outlook for the present year is more favorable, now that the influenza epidemic is on the wane. All companies report the sale of a satisfactory volume of new insurance, most of which is combined accident and sickness on the unlimited plan. Hitherto popular favor swung towards the type of policy that limited the risk to certain common diseases. When it was found that these policies did not cover the influenza, there was much disgust. To-day agents are pushing and the public are buying policies covering all possible disease and, while the cost is higher, the satisfaction of being fully protected makes up the difference.

Sickness Insurance in Canada For the Year 1918

Companies	Premiums for the Year. $	Amt. of Policies New and Renewed. $	Net Amt. in force at Date. $	Losses incurred during the Year. $	Claims Paid. $
Alliance Assurance	3,446	....	....	2,310	938
Alliance Nationale	109,149	....	....	142,706	137,706
Ancient Order of For.	20,477	....	....	43,911	43,911
Artisans	169,149	....	....	156,711	156,711
Canada Accident	27,238	....	....	25,257	18,502
Catholic Mutual enefit	6,602	....	....	8,077	6,839
Continental Casualty	18,091	....	....	14,634	12,277
Dominion of Canada	128,447	....	....	92,067	78,051
Dominion Gresham	18,335	....	....	12,536	10,379
Employers' Liability	61,215	2,760,375	2,267,875	50,396	42,651
Fidelity and Casualty	81,424	....	....	72,167	60,488
General Accident	29,661	....	....	23,326	19,545
Globe Indemnity	145,229	....	....	115,625	102,625
Guardian Insurance	9,559	....	....	13,514	6,608
Imperial Guarantee	91,243	....	....	70,163	64,503
Ind. Order of Foresters	197,837	....	....	185,405	185,787
Law Union and Rock	5,339	....	....	7,617	6,010
London Guarantee	30,118	....	....	19,514	17,499
London and Lancashire	58,928	....	....	58,354	47,522
Maryland Assurance	91,835	....	....	76,185	48,704
Maryland Casualty	—23,121	....	None	4,228	15,554
Merchants and Employers	1,687	....	....	None	None
North American Accident	22,789	....	....	20,740	17,417
Norwich Union Fire	23,203	....	....	24,103	17,817
Ocean Accident	76,057	....	....	44,076	38,486
Preferred Accident	2,355	....	....	427	427
Railway Passengers	26,411	....	....	14,415	12,380
Royal Exchange	7,173	....	....	5,391	6,281
Royal Guardians	2,751	....	....	1,991	1,848
Travelers Ind. of Hartford	75,806	....	....	66,852	44,532
U.S. Fidelity and Guaranty	7,662	....	....	4,931	5,156
Woodmen of the World	5,383	....	....	4,835	5,063
Yorkshire	8,296	....	....	6,205	5,415
Totals	1,539,774	....	....	1,388,668	1,237,632

Abstract of Accident Insurance in Canada For the Year 1918

Companies	Premiums for the Year. $	Amt. of Policies New and Renewed. $	Net Amt. in force at Date. $	Losses incurred during the Year. $	Claims Paid. $
Alliance Assurance	4,384	967,091	836,492	157	232
Canada Accident	49,217	18,124,182	11,255,809	23,070	24,435
Continental Casualty	35,320	....	....	15,447	13,858
Dominion Gresham	27,317	10,839,769	5,827,582	14,164	15,992
Dominion of Canada	219,414	42,550,557	32,751,442	62,642	65,563
Employers Liability	100,161	29,702,787	24,681,725	41,286	36,326
Fidelity and Casualty	83,116	33,656,500	27,943,800	16,826	18,960
General Accident	49,806	12,811,671	8,204,675	13,891	12,572
Globe Indemnity	219,769	59,265,470	50,000,836	87,242	87,742
Guardian Insurance	21,988	5,440,920	4,478,587	6,831	6,927
Imperial Guarantee	135,663	22,668,295	18,771,425	68,087	70,327
Law Union and Rock	14,296	3,965,557	4,206,643	7,405	6,459
London Guarantee	123,462	20,787,500	17,346,500	62,595	68,275
London and Lancashire	83,790	18,265,918	14,805,568	18,143	17,555
Maryland Assurance	93,000	15,518,746	12,446,681	26,037	11,012
Maryland Casualty	—23,049	4,537,025	None.	551	13,231
Merchants' and Employers'	1,941	934,132	479,157	489	489
North American Accident	48,421	11,269,064	7,074,883	13,499	16,944
Norwich Union Fire	37,668	13,403,300	7,773,534	9,830	40,152
Ocean Accident and Guarantee	159,261	33,153,349	24,089,766	60,884	54,599
Preferred Accident	2,301	944,500	862,500	1,283	1,283
Railway Passengers	58,604	11,692,954	8,526,954	61,930	67,145
Royal Exchange	8,766	2,763,250	2,215,250	2,183	2,669
Travels Indemnity	24,232	8,005,859	5,801,284	6,287	16,750
Travelers Insurance	170,471	46,644,764	37,549,730	78,833	69,406
United Commercial Travelers	19,784	1,685,000	8,610,000	5,334	11,757
United States Fidelity	13,859	5,212,175	4,567,175	2,862	2,387
Yorkshire	12,214	2,467,200	1,824,700	4,168	2,768
Totals	1,795,176	....	....	711,956	725,815
Abstract of Combined Personal Accident and Sickness Insurance in Canada for the Year 1918					
General Accident of Canada	66,218	2,696,725	336,200	43,948	40,911
Loyal Protective	118,464	....	....	98,352	92,253
Merchants Casualty	460,277	8,851,236	12,810,000	243,208	213,208
Merchants' and Employers'	48,875	891,350	869,250	27,729	27,59[illegible]
Protective Association	164,320	....	....	127,642	114,194
Ridgely Protective	57,219	....	....	50,298	49,035
Totals	915,373	....	....	591,177	537,192

STRIKE INSURANCE

New Form of Insurance is Being Issued in United States

A form of insurance designed to protect employers from losses occasioned by labor troubles is to be dealt with by a newly organized company chartered in the State of Maryland, says the "Insurance Press," which will provide indemnity covering monetary loss sustained by reason of strikes, computed on the amount of the annual fixed charges during the period of complete or partial idleness.

The company will provide a service for the benefit of both employers and employees and will take a neutral position on the question at issue. It will aim to keep the sales balanced as evenly as possible between the two parties. Many manufacturers have now more to fear from strike losses than from conflagration, it is stated.

Continuing, the Insurance Press says:

"In passing upon claims under its policies and other questions that may come up the company will uphold that which is reasonable, right, honest and farsighted without any obligation or purpose to support any of the extreme partisan views of prejudices which arise too often between employers and the employed. It will represent the best interests and aims of collective membership.

"Necessarily the underwriting contract in strike insurance, as in any other form of underwriting, will be a very practical thing. Conditions will be dealt with as they exist. Risks will be calculated and rates determined on the basis of past experience and present circumstances.

"The introduction of the insurance principle to ameliorate the now costly conflicts between employers and employees will be a forward step toward stabilization that can hardly be overestimated. Strike insurance has been thought of for a long time as a desirability; now it has become an actuality. The principle of average as applied in insurance will furnish relief and protection to the well-meaning employer in whose welfare and reasonable prosperity his employees have a vital interest."

It is estimated that from 1901 to 1905 about 63,000 establishments in the United States were affected by strikes. In seven months of 1917, 2,000 strikes were called. The wage loss annually from strikes in Great Britain and the United Staes is put by this publication at $15,000,000,000.

FIRE COMPANY STOCKS MAY BE VERY LUCRATIVE

Some Successful Companies Have Made Big Returns to Shareholders

By H. H. BLACK
Resident Editor, Montreal

From the standpoint of the investor fire insurance companies' stock has seldom carried the appeal that is contained in an industrial concern, nor even in that of a life company. There are hosts of reasons why this has been so, perhaps one of the underlying being the fact that fire rates cannot in the very nature of the business be on as accurate a basis as the mortality tables of the life companies, although the ablest men in the fire companies have long toiled over some method of establishing the loss ratio with some measure of exactitude. Thus to the general public there has seemed to be a greater risk attendant in investment in fire company stock, especially until the company's reserve has reached a safe figure. By that time, it may be taken for granted, those holding the stock, and usually it is closely held, have no ambition to part with it, for the paying period, with bonuses of stock, have arrived. Indeed, where a fire company does succeed the return to the original investors is usually a very profitable one, and frequently bonuses or dividend payments in a short period wipe out the original cost of the stock.

Some Canadian Experiences

Taking the case of one Canadian company as an example, although far more satisfactory to the shareholder than is the average experience, the original capital stock amounted to $250,000. This now has reached the total of $1,000,000—by bonus payments of $750,000—and pays 7 per cent. on the present capitalization, equal to 28 per cent. on the original investment. Another company, not now operating independently, had an original capital of $10,000. Issues of bonus stock out of profits raised this to $100,000, and on this there is paid 10 per cent., equal to 100 per cent. on the original investment. A third company, also unusually successful from the point of view of a return to the shareholders, started with $10 shares, and is paying 8 per cent. this year. Two years ago there was a dividend and bonus that was equal to 42 per cent. From an original investment of $30,000 the capital has grown to-day to $250,000. On the other hand one company that has been fairly long in the field cannot command half the original value of the stock at a sale, and several have not yet reached the dividend paying stage.

The Reserve Liability

A fire company has to contend always with a heavy liability to provide in the form of a reserve for reinsurance. That is, sufficient surplus must be in existence to permit of all the unexpired portions of the claims being reinsured with another company, or, to put it another way, of paying to the policy holders sufficient to enable each one to reinsure with some other company for the balance of the time for which he has paid a premium.

The "equity" of the shareholder is figured out by subtracting from the assets — consisting of real estate, mortgages, approved stocks such as bank stocks, preferred issues, bonds, etc., and seldom the ordinary common stock, cash, etc.—liabilities consisting of this reserve for reinsurance, reserve for unpaid losses and other sundry liabilities.

Sometimes it happens that a heavy loss wipes out the "net" surplus, which is secured by deducting from the assets; also the capital stock, as well as the other liabilities mentioned above, so that in reality the capital stock may be said to be "impaired."

Judge Masten's Study

An interesting study of profits of fire insurance companies and the returns to the shareholders is made by Judge Masten in his report, as constituting the "Ontario Insurance Commission." He gives figures covering the past 42 years of the Canadian, British and United States and other companies operating in Canada, and finds that in the Canadian companies in this period there was an actual deficit, that is, the losses and expenses exceeded the premiums by $357,000, so that there was no "percentage underwriting profit." This, of course, included the experience of a number of weak companies as well as those that have grown to strength. The British companies, on the other hand, showed a profit of 10.4 per cent., while the other group went to 14.6 per cent.

No Surplus After Expenses

Analyzing this statement it is seen that in the case of the Canadian companies out of every $100 of premium received, they paid out $65.20 for losses, and $34.80 for general expenses, or a total of slightly over $100; while the British companies paid $60 for losses and $29.60 for general expenses, and the United States and other companies, $55.90 and $29.50 respectively. Taking the whole business transacted by all companies he found that out of every $100 received for premiums there was paid out $60.30 for losses, and $33 for expenses, while $3.75 was carried to conflagration and unearned premium reserve funds, leaving $2.95 as the residue of premium income available for distribution by way of dividends upon capital stock. This balance, the commissioner declares, is "comparatively small," although he declines to make any decision as to whether it should be considered "too much or too little." He goes on to urge that the only satisfactory way to increase this, and at the same time to reduce rates is to lower the fire loss and the expense of carrying on the business.

Profits Not Excessive

Later he ventures the conclusion that the profits are "not excessive," considering the keen competition, the world-wide nature of the business, and the fact that those "who are most intimately connected with the business rarely invest their surplus capital to any great extent in the stock of fire insurance companies."

It might be added that no fire insurance company has its stock listed on any Canadian exchange, and that the average broker on being asked an opinion by THE FINANCIAL POST was inclined to leave matters as they were, and to allow conditions to remain much as they were at present, where a company's stock is narrowly held, and usually chiefly by those who know how to appreciate the risks, and the excellent returns where success is at all assured.

Received business of the North American Life in March amounted to $2,005,250, a gain of $927,290 over March of last year. Issued business for the first three months of the year amounted to $5,257,000, as compared with $2,794,000 for 1917.

Premiums written during 1918 on fire business in Canada amounted to $38,181,459, of which $18,848,747 was paid to British, $11,853,094 to foreign and $7,479,618 to Canadian companies.

Assessment System

Canadian Order of Chosen Friends

This purely Canadian Order is one that commends itself to the insuring public. The order has just completed its Thirty-second year and the following statistics show quite comprehensively what a splendid success has attended its efforts.

Life Insurance Department

Receipts		
Life Insur. Fund rec. to date		$7,122,531.71
Interest added by Bank, etc.		615,628.14
Transferred from General Fund		27,685.84
Total Receipts		$7,765,845.69
Payments		
Death Claims	$6,166,373.45	
Disability Claims	468,269.14	
Investigation Fund, etc.	46,113.84	
Total Payments		$6,680,756.43
Bal. in Life Insurance Fund		$1,085,089.26

Note.—The above mentioned balance is made up as follows:—

Bank of Hamilton, re Province of Quebec—Special Deposit	$ 5,000.00
Special Deposit in Royal Bank	6,004.80
Municipal Debentures and War Loans	1,036,567.54
Balance in Bank of Hamilton	37,516.92
Total	$1,085,089.26

Sick Benefit Department

Receipts		
S. B. Fund received to date		$ 817,222.95
Interest added by Bank, etc.		54,107.14
Total Receipts		$ 871,330.09
Payments		
Paid 33,976 Sick Benefit Claims	$ 613,093.35	
Paid 1005 Funeral Benefit Claims	50,250.00	
Rebate (overpaid)	211.84	
Passing Claims, etc.	15,200.93	
Transferred to General Fund	59,132.38	
Total Payments		$ 737,888.50
Balance on hand		$ 133,441.59

Note.—The above mentioned balance is made up as follows:—

Municipal Debentures	$ 124,283.13
Balance in Bank of Hamilton	9,158.46
Total	$ 133,441.59

The General Fund balance is $38,992.87.

There is a grand Juvenile Department attached to the Order. A post card of enquiry to W. F. Campbell, Grand Organizer, Hamilton, Ontario, will be promptly acknowledged and full information sent to any enquirer.

Dr. J. W. Edwards, M.P.
Cataraqui, *Grand Councilor*

Dr. W. H. Woods
Mount Brydges, *Grand Med. Ex.*

W. F. Montague
Hamilton, *Grand Recorder*

W. F. Campbell
Hamilton, *Grand Organizer*

BRITISH AMERICA ASSURANCE COMPANY

INCORPORATED A. D. 1833

FIRE, MARINE, HAIL, AUTOMOBILE, EXPLOSION, RIOT, CIVIL COMMOTION AND STRIKES

STATEMENT AS OF DECEMBER 31st, 1918

Fire, hail and automobile premiums for 1918	$2,798,291.71		
Marine premiums	1,211,503.41		
		$4,009,795.12	
Interest and rents		102,265.96	
TOTAL INCOME		$4,112,061.08	
Fire, hail and automobile losses	$1,401,673.76		
Agents' commissions	631,017.72		
Taxes	89,265.14		
General expense	391,639.07		
		$2,513,595.69	
Marine losses	$1,076,596.15		
Agents' commissions	203,484.23		
Taxes	33,496.67		
General expenses	33,543.35		
		1,347,120.40	
TOTAL EXPENDITURE		$3,860,716.09	
PROFIT FOR THE YEAR		$ 251,344.99	
Capital stock (fully paid up)		$1,399,029.79	
Total assets at 31st December, 1918		$4,041,699.66	
Losses paid since organization in 1833, over		$45,000,000.00	

BOARD OF DIRECTORS

W. B. Meikle, President

Sir John Aird
Robert Bickerdike (Montreal)
Lt.-Col. Henry Brock
H. C. Cox
Alfred Cooper (London, Eng.)
John H. Fulton (New York)
D. B. Hanna
E. Hay

Dr. John Hoskin, K.C.
Z. A. Lash, K.C., LL.D.
George A. Morrow, O.B.E.
Lt.Col. Hon. Frederic Nicholls
Brig.-Gen. Sir Henry Pellatt C.V.O.
E. R. Wood.

BOARD AT LONDON, ENG.

Rt. Hon. Sir John H. Kennaway, Bart., C.B., Chairman
Sir Ernest Cable   Alfred Cooper   Sir Charles Johnston, Bart.

LONDON OFFICES: 14 Cornhill, E.C.

HEAD OFFICES: Corner Scott and Front Sts., TORONTO

STATISTICS OF FIRE INSURANCE COMPANIES

In the following tables are published figures covering the premium income, losses incurred and insurance carried in 1918 by all fire companies operating in Canada under Dominion license. Reference to these figures will be found on page 17.

Canadian Companies.

Companies	Net cash received for Premiums $	Gross cash received for Premiums $	Net amt. at risk at date $	Net amt. of losses incurred during Yr. $	Net amt. paid for losses $
Acadia Fire	201,121	389,773	22,836,938	69,916	100,703
Beaver Fire	36,695	95,593	4,155,738	5,183	6,246
British America	667,523	1,111,694	102,010,375	287,596	328,975
British Colonial	136,954	288,750	16,868,674	82,121	87,660
British Northwestern	82,748	144,544	12,577,286	59,783	54,100
Canada Accident	50,045	162,935	7,271,447	31,333	27,569
Canada National	189,094	331,408	28,075,349	83,210	90,463
Canadian Fire	306,843	508,783	38,244,580	129,062	135,061
Canadian Lumbermen's	1,200	39,596	None	None	None
Dominion Fire	318,003	507,168	42,035,443	149,029	153,982
Dominion of Canada	30,234	41,001	7,262,384	9,385	10,329
Fire Insurance of Canada	None	15,156	1,298,134	1,930	None
Globe Indemnity	103,327	208,970	18,857,140	49,421	47,210
Guardian Insurance of Canada	None	None	None	None	None
Hudson Bay	175,032	316,764	18,487,708	99,248	111,995
Imperial Underwriters	107,654	233,215	15,126,730	38,347	47,860
Liverpool Manitoba	268,708	513,984	38,307,485	111,443	117,552
London Mutual	402,128	735,153	66,011,092	254,245	258,605
Mercantile Fire	272,430	327,485	42,158,283	140,740	155,239
Mount Royal	494,073	924,614	65,672,231	256,189	264,102
North Empire	102,366	214,746	9,135,564	68,119	63,864
North West Fire	140,577	213,992	17,542,831	58,028	68,528
Occidental Fire	204,167	411,206	18,776,960	75,974	100,524
Pacific Coast Fire	98,944	207,736	12,442,777	43,880	49,730
Quebec Fire	302,447	361,337	46,197,951	107,145	107,365
Western	800,961	1,562,500	115,481,100	344,937	352,403
Totals for 1918	5,493,274	9,868,108	761,834,200	2,556,274	2,740,065
Totals for 1917	4,782,833	9,160,426	689,229,995	2,570,550	2,376,825

British Companies.

Companies	Net cash received for Premiums $	Gross cash received for Premiums $	Net amt. at risk at date $	Net amt. of losses incurred during Yr. $	Net amt. paid for losses $
Alliance	257,526	399,790	50,287,563	218,866	208,832
Atlas	560,056	656,767	72,399,715	287,624	305,348
British Crown	319,035	397,580	34,389,350	162,389	168,707
British Traders	90,528	111,619	9,087,745	17,775	4,910
Caledonian	467,411	556,977	70,087,880	227,076	226,913
Car and General	None	None	None	None	None
Century	141,372	191,244	15,200,533	97,525	95,756
Commercial Union	1,090,402	1,537,557	144,449,449	615,043	654,941
Eagle, Star and British Dominions	124,788	173,966	25,756,557	88,503	93,716
Employers' Liability	628,724	773,480	80,205,148	285,570	336,838
General Accident Fire and Life	393,903	474,668	48,635,501	211,040	232,188
Guardian Assurance	1,339,834	1,569,123	154,729,636	688,851	736,998
Law Union and Rock	277,441	333,675	42,276,456	148,744	165,423
Liverpool and London and Globe	1,405,866	1,753,787	196,533,840	697,549	738,448
London Guarantee and Accident	500,795	591,132	49,604,227	239,339	225,052
London and Lancashire Fire	890,344	1,080,107	120,332,759	430,170	399,313
London Assurance	382,194	447,369	55,542,550	166,883	191,120
Marine Insurance Co.	None	None	None	None	None
National Benefit	382	567	407,300	4,300	100
North British and Mercantile	1,076,982	1,279,296	144,429,664	531,128	578,480
Northern Assurance Co.	977,782	1,146,316	171,504,688	648,831	650,141
Norwich Union Fire	857,166	962,230	113,688,693	458,771	466,246
Ocean Accident and Guarantee	310,239	390,181	37,383,908	203,847	205,985
Palatine	340,267	445,179	43,840,696	161,601	165,436
Phoenix of London	1,090,478	1,424,449	130,183,175	461,432	497,673
Provincial	69,256	80,461	9,964,626	36,889	34,789
Queensland	39,917	50,934	7,192,055	13,169	8,444
Royal Exchange	614,421	749,119	78,650,461	268,337	289,841
Royal Insurance	1,682,583	2,007,381	242,425,242	825,239	946,810
Scottish Metropolitan	None	None	None	None	None
Scottish Union and National	416,672	494,042	63,707,840	215,111	248,928
Sun Insurance Office	712,183	874,435	97,601,269	318,047	374,231
Union Asurance Society	661,995	842,771	79,054,554	279,436	295,859
Union Insurance of Canton	289,329	368,199	28,465,498	117,263	106,659
Union Marine	None	None	None	None	None
Yorkshire	449,825	533,745	56,149,828	260,348	253,915
Totals for 1918	18,559,696	22,698,144	2,474,168,406	9,356,676	9,908,040
Totals for 1917	16,317,311	20,121,335	2,157,687,223	9,001,906	8,358,290

Foreign Companies.

Companies	Net cash received for Premiums $	Gross cash received for Premiums $	Net amt. at risk at date $	Net amt. of losses incurred during Yr. $	Net amt. paid for losses $
Ætna Insurance Co.	402,403	485,179	49,787,916	220,105	232,672
Agricultural	11,790	30,164	1,731,200	2,895	2,813
Alliance Insurance	121,257	175,225	12,482,028	56,648	54,648
American Central	94,377	249,120	11,268,420	50,397	51,354
American Insurance	85,711	107,516	6,369,200	53,43[illegible]	46,221
American Lloyds	23,630	26,570	5,177,736	14,439	13,226
Automobile	None	None	None	None	None
Boston	22,177	28,616	3,021,616	20,708	20,568
California	61,758	90,478	7,119,294	29,173	19,651
Citizens' of Missouri	17,204	27,247	1,047,473	2,936	2,940
Columbia	None	None	None	None	None
Commercial of N.Y.	7,654	12,873	957,842	1,781	1,729
Connecticut	170,310	286,249	21,393,246	86,900	97,796
Continental Insurance	412,917	589,013	46,451,831	188,208	221,655
Equitable Fire and Marine	55,503	218,233	5,353,856	35,761	37,360
Fidelity-Phenix	411,981	566,023	43,761,867	191,914	214,934
Fire Association of Philadelphia	58,519	81,904	5,692,361	34,231	30,087
Fireman's Fund	195,116	243,038	19,718,829	135,039	145,276
Firemen's Insurance	86,855	104,618	12,520,411	37,091	43,694
General of Paris	118,701	159,222	12,199,792	53,361	57,806
Glens Falls	219,957	276,101	22,604,716	86,867	103,171
Globe and Rutgers	667,104	803,542	72,036,520	367,593	357,195
Great American	492,257	710,173	59,248,740	343,771	390,173
Hartford Fire	1,131,407	1,375,081	139,730,921	637,033	601,926
Home Insurance	1,207,793	1,453,315	133,781,362	673,074	615,563
Insurance Co. of North America	643,429	872,868	94,260,078	319,281	359,181
Insurance Co. of State of Pa.	157,265	201,673	15,765,442	99,684	123,607
Lumbermen's Underwriting Allnce.	103,936	117,548	5,887,665	13,563	19,163
Manufacturing Lumbermen's	128,114	154,161	6,884,800	8,544	8,544
Mechanics and Traders	25,019	33,181	1,108,782	16,493	15,293
Merchants Fire	14,883	17,388	1,022,826	3,284	3,447
Millers National	40,613	55,967	4,819,658	28,934	29,205
National-Ben Franklin	99,467	121,291	15,797,299	50,233	52,560
National Fire of Hartford	593,987	742,274	62,187,184	303,129	296,654
National Union Fire	181,518	243,445	19,059,839	147,946	175,137
La Nationale	389,161	440,711	41,504,321	150,720	141,247
Newark	10,676	16,647	941,169	5,728	5,748
New Hampshire	11,455	14,385	1,255,888	3,027	3,014
New Jersey	35,610	46,738	2,737,438	20,809	20,523
Niagara Fire	197,405	300,488	22,496,999	110,517	115,591
Northwestern Mutual	11,877	15,689	1,094,300	2,251	2,251
Northwestern National	245,794	275,342	27,633,455	114,393	133,692
Phenix of Paris	140,530	196,675	14,560,029	64,382	56,683
Phoenix of Hartford	396,995	686,559	58,167,683	256,763	275,584
Providence Washington	221,319	286,965	24,637,466	136,841	168,329
Queen of America	682,427	841,553	85,258,176	337,599	381,137
St. Paul Fire and Marine	352,206	535,879	43,978,166	248,219	284,084
Springfield Fire and Marine	353,320	533,416	46,471,072	181,382	194,874
Stuyvesant	64,452	113,506	5,485,864	63,403	83,470
L'Union, Paris, France	231,197	284,668	26,703,339	149,106	145,212
Vulcan	47,402	55,788	3,088,474	23,860	15,197
Westchester	223,975	354,840	23,656,422	151,384	166,287
Totals for 1918	11,680,413	15,659,145	1,349,921,011	6,334,333	6,637,610
Totals for 1917	10,146,386	13,599,242	1,139,280,296	6,161,988	5,643,987

Recapitulation.

Companies	Net cash received for Premiums $	Gross cash received for Premiums $	Net amt. at risk at date $	Net amt. of losses incurred during Yr. $	Net amt. paid for losses $
Canadian Companies	5,493,274	9,868,103	761,834,200	2,556,274	2,740,065
British Companies	18,559,696	22,698,144	2,474,168,406	9,356,676	9,908,040
Foreign Companies	11,680,413	15,659,145	1,349,921,011	6,334,333	6,637,610
Totals for 1918	35,733,383	48,225,392	4,585,923,617	18,247,283	19,285,715
Totals for 1917	31,264,530	42,881,003	3,986,197,514	17,734,444	16,379,102

MORE DEMAND FOR MORTGAGE LOANS IS TAKING PLACE

This is Feature of Insurance Company Investment Situation

BOND PRICES HIGH

Tendency of Interest Rates Varies With Character of a Company's Investments

By **E. M. SAUNDERS**

Treasurer, Canada Life Assurance Co.

DURING the war-period the bulk of life company investments was made in bonds and debentures and in consequence relative holdings of these securities increased very considerably. There was very little development to warrant the placing of mortgage loans. Farm production was limited on account of scarcity of labor and the tendency was for people to delay all improvements until after the war was over. To-day things are changing. There is already an active demand from the West for farm loans and this will increase as the soldiers get back and the acre under cultivation is enlarged.

For the first three months of the year our Regina office records an increase of 100 per cent. in loans over the corresponding period of 1917 and our Saskatoon office about 50 per cent. This gives some indication of the present development. Interest rates remain the same and payments of both principal and interest are running about as last year, which is quite a satisfactory state of affairs. Of course, the moratorium has put some loans in bad shape and the poor crops in certain districts have interfered with payments, but on the whole the situation is quite favorable.

Room For Both

My view is that there will be plenty of room in the field for both the loan companies and the Government farm loan organizations, but the latter should be operated on a business basis. As long as that is the case, the competition between the two agencies will be helpful rather than otherwise.

Up to the present time the withholding of money from investment in business enterprises and development of all sorts has had the effect of creating a strong demand for bonds and prices have advanced very considerably. However, if the development we look for takes place and the demand for funds increases, the amount of money available for investment in bonds and debentures will be limited and prices will have a tendency to react, though not to the extent observable in the war period.

Policy Loans Stationary

So far as the policy loans are concerned there is practically a standstill in this direction. Relative to the volume of business being written, the total is smaller. There is not nearly as much speculation and the tendency is more pronounced for people to conserve funds. I should say that such borrowing on policies as is being done at present is for legitimate purposes such as assisting policyholders to meet their premium payments.

With regard to the average rate of interest earned on invested assets, the experience of the past year has been to depress the rate slightly in the case of companies which had relatively large mortgage investments and to raise it slightly in the case of companies that had large investments in bonds and debentures which had been bought when prices for these securities were high. This result has been brought about by the heavy investments of recent years in Government war bonds at an interest rate around 5½ per cent.

Tendencies of Rates

If the development that is expected takes place, the increased demand for mortgage funds will tend to maintain and possibly increase the average rate of companies which go in for mortgage investments, while in the case of companies which depend more on investments in bonds and stocks, the opposite tendency may result on account of the lower yield on these securities.

As illustrating war-time changes, I might say that from December 1914 to March 1918, the Canada Life's investments in high-class debentures have grown from $8,000,000 to $20,000,000, while mortgage loans have only increased in the same interval from $20,000,000 to $21,500,000.

HOW ASSETS HAVE VARIED SINCE 1913

Investments in Stocks and Bonds Have Increased Very Considerably

Assets of Canada life insurance increased during the year 1918 from $322,744,799 to approximately $350,000,000. The bulk of the gain was taken up by increased holdings of bonds and debentures. In fact, the way in which investments in bonds and debentures have been growing during the war years is one of the notable features of the life business.

An interesting view of this development may be obtained by taking the totals of the eight companies, assets of which exceed $10,000,000 apiece,—the Canada, Confederation, Great-West, Imperial, Manufacturers, Mutual, North American and Sun. Combined assets of these eight companies in 1913 were $203,707,110, of which $72,673,017 was in mortgage loans, $81,323,646 in stocks, bonds and debentures and $27,847,201 in policy loans. In 1918, the total had grown to $309,557,326, while mortgage loans amounted to $79,986,157, stocks, bonds and debentures to $160,568,914 and policy loans to $40,490,922. In percentages, the changes during the intervening years were as follows:

Percentage of Total Assets

	Mort	Stocks and Bonds	Pol. loans
1913	35.7	40.0	13.7
1914	35.3	34.5	14.5
1915	33.8	39.8	14.7
1916	31.2	43.5	14.3
1917	28.0	47.5	13.7
1918	25.8	51.9	13.1

This shows very clearly, how, in relation to total assets, stocks and bonds have increased, mortgages have decreased and policy loans have remained practically stationary. The movement of the last is very significant. Between 1913 and 1915 there was an increase occasioned by the business depression of that period; between 1915 and 1918 there was a decrease corresponding with improved business. Actually there was an increase of $4,000,000 in policy loans between 1915 and 1918 but compared with the increase in insurance in force this is very small.

GUARANTEE INSURANCE

Risk in This Department is Becoming More Serious

While Government figures for 1918 do not indicate any larger losses on the part of companies writing guarantee insurance or fidelity bonds — in fact, losses incurred have been decreasing—it is yet stated that the hazard is becoming greater. This is attributed to the same causes which are contributing to increase burglary and auto theft claims. In other words, there appears to be a weakening of the moral fibre of the people. The labor scarcity, which has been such a factor in business life during the war period, has contributed to this. When help was more plentiful an employee could pick and choose the person whom he proposed to place in a position of responsibility. He usually selected someone whose honesty was recommended. Unfortunately, later on, he was unable to have the same check over his help and had to take the best that offered, with the result that he ran a greater risk.

Premiums received last year by the guarantee insurance companies amounted to $948,247, comparing with $824,638 in 1917, and $799,010 in 1916. On the other hand, the losses incurred were $167,192, as against $205,503 in 1917, and $319,983 in 1916. This would seem to indicate an improvement, rather than otherwise, in this line of insurance.

Guarantee Insurance in Canada For the Year 1918

Companies	Premiums for the Year. $	Amt. of Policies New and Renewed. $	Net Amt. in force at Date. $	Losses incurred during the Year. $	Claims Paid. $
Alliance Assurance	12,996	4,856,436	4,184,171	6,500	None.
American Surety Co.	25,757	6,724,135	3,732,251	—606	1,292
Canada Accident	2,819	892,006	630,023	—853	147
Canadian Surety	71,093	19,254,951	13,329,457	5,529	11,616
Dominion Gresham	5,024	1,987,262	1,328,344	1,328	1,533
Dominion of Canada	42,424	14,205,821	10,800,216	7,412	4,252
Employers' Liability	72,546	19,852,984	6,675,879	32,736	36,532
General Accident	3,723	1,255,328	632,828	None	None
Globe Indemnity	19,362	3,793,402	2,742,802	4,185	5,242
Guarantee Co. of North America	99,380	55,904,724	38,045,564	12,352	5,356
Guardian Insurance Co.	13,086	4,648,231	3,017,227	2,143	1,421
Imperial Guarantee and Accident	39,773	11,772,935	11,595,936	8,400	9,800
International Fidelity	6,824	725,500	671,500	2,621	1,184
London Guarantee and Accident	119,235	39,549,302	32,372,239	9,566	13,376
London and Lancashire	25,899	9,675,090	7,049,239	3,046	9,463
Maryland Casualty	37,175	3,674,500	3,086,017	4,507	5,040
National Surety Co.	83,483	16,535,247	14,368,002	659	9,954
Ocean Accident and Guarantee	23,148	8,077,292	5,708,592	11,379	13,904
Railway Passengers	15,986	5,485,881	5,507,981	—5,417	1,533
U S. Fidelity and Guaranty	228,514	46,118,598	37,897,166	61,705	96,090
Totals	948,247	274,989,625	203,465,434	167,102	227,735

YIELD ON INVESTED ASSETS RISES AGAIN

Average Rate, Which Touched Low Point in 1917, Has Advanced in 1918

It is interesting to note from the accompanying table which gives the average rate of interest on invested assets earned by seven representative Canadian life insurance companies during the past seven years that the rate is again on the upgrade. From a high of 6.57 per cent. in 1914, the percentage dropped to 6.34 per cent. in 1917, while in 1918 the experience of the companies indicated a gain of .03 per cent, at 6.37 per cent.

In 1917 the significant feature was that each company in the list recorded a decline, due to the fact that investing was confined to war bonds, the holdings of which in relation to investments in mortages were considerably larger. On the other hand, while the same conditions prevailed to a large extent in 1918, there were certain modifying circumstances. For example the bond market was very weak and companies were able to buy first-class long term bonds at bargain prices. Concurrently, companies which had in years gone by invested in bonds at high prices, found many of these low-yield securities falling due and were able to reinvest at the more favorable rates prevailing last year.

An examination of the rates reported by the seven companies shows that the low-yield companies either held or increased their earning rate, the high-yield companies lowered their rate, while the intermediate companies showed no change. For example the company that only earned 5.34 per cent. in 1917, was up to 5.78 per cent. in 1918 and the company that earned 7.36 per cent. in 1917 fell back to 7.16 per cent. The tendency therefore may be said to have been in the direction of reducing the spread between the high and low-yielding companies.

During the current year it is probable that the improvement of the past year will be continued. It will be based on an enlargement in the demand for mortgage loans, which, of course, were the foundation for the high yield of past years.

RATE ON THE INVESTED ASSETS OF SEVEN CANADIAN LIFE COMPANIES

	1912 %	1913 %	1914 %	1915 %	1916 %	1917 %	1918 %
Company A	5.57	5.74	5.76	5.69	5.85	5.83	5.83
" B	5.75	6.00	5.98	5.89	5.71	5.34	5.78
" C	6.43	6.59	6.77	6.63	6.53	6.52	6.52
" D	6.09	6.18	6.35	6.63	6.76	6.61	6.61
" E	5.83	6.03	6.12	6.09	6.05	5.97	6.03
" F	7.92	7.92	7.93	7.64	7.58	7.36	7.16
" G	6.83	7.15	7.00	6.84	6.73	6.72	6.51
Average rate	6.35	6.52	6.57	6.49	6.47	6.34	6.37

Steam Boiler Insurance in Canada For the Year 1918

Companies	Premiums for the Year. $	Amt. of Policies New and Renewed. $	Net Amt. in force at Date. $	Losses incurred during the Year. $	Claims Paid. $
Boiler Inspection and Insurance Co.	94,895	9,745,250	28,133,083	6,051	6,051
Fidelity and Casualty Co.	40,726	5,493,500	11,888,820	19,111	19,360
General Accident of Canada	39,113	5,049,833	9,326,062	1,506	843
Hartford Steam Boiler	1,000	....	....	None	None
Maryland Casualty	24,103	2,453,000	4,758,833	954	1,254
Travellers Indemnity of Hartford	35,986	12,876,500	12,283,500	34,976	1,035
Totals	235,823	....	....	62,598	28,543

Scottish Metropolitan Assurance Company, Limited
of Edinburgh, Scotland
Operated by the
London & Lancashire Life and General Assurance Association Limited
TRANSACTS
All Kinds of Accident and Sickness, Automobile and Employers' Liability Insurance
ALEX. BISSETT, Manager for Canada
UPTON FLETCHER, Casualty Manager
Head Office for Canada: 164 St. James St., Montreal

APPLY TO
MASSIE & RENWICK
For Agencies and Rates
Representing
The Dominion Fire Insurance Company
The National-Ben Franklin Fire Insurance Company
For the Dominion of Canada
and the
Northwestern National Insurance Company
For Eastern Canada
Writing
Fire, Automobile and Hail Insurance
Prompt and liberal adjustment of claims and immediate payment on completion of Proofs.
Office: 20 Victoria St., Toronto, Ontario

Winnipeg Companies

The Canada National Fire Insurance Company

HEAD OFFICE: - - WINNIPEG, MAN.

TOTAL ASSETS $2,468,523.08

A Canadian Company Investing its Funds in Canada

APPLICATION FOR AGENCIES INVITED

TORONTO: 20 KING ST. W. **Lyon & Knowland, Agents**

AS OTHERS SEE US

"Oh! Wad some power the giftie gie us,
To see oursel's as ithers see us."

Opinions of Leading Financial Editors

MOST CREDITABLE

"The Northwestern Life has made a showing most creditable in every respect."
—Financial Post.

RAPID GROWTH

"Its rapid growth under the circumstances is evidence of aggressive management."
—Monetary Times.

REMARKABLE EXPANSION

"The results show a most remarkable expansion."
—Canadian Insurance.

SUCCESSFUL YEAR

"The Northwestern Life has just passed through another successful year."
—Winnipeg Free Press.

SKILLFUL MANAGEMENT

"So skillfully have the affairs of the company been conducted that it has come through the war and the more anxious period of the influenza epidemic with greatly increased assets and enormously increased prestige."
—Winnipeg Telegram.

Satisfied Beneficiaries

PROMPT ATTENTION

"I thank you for cheque for $4,000 and express my thanks for the prompt attention you gave to the matter."
—Miss Minnie Malcolm,
Deleau, Man.

A SOLDIER'S MOTHER'S STORY

"The public should be made aware of the generous manner in which you treated me, cheque being in my hands within 24 hours of the time you received the claim papers."
—Mrs. Anne Iliff,
Hazelridge, Man.

FREE MEDICAL ATTENTION

"Not only have you made payment of the claim within five days of the date of death, but you employed reputable medical talent in an effort to save my husband's life."

VICTORY BOND PLAN

"My husband had only made one payment on this bond and if the money had been put in any other kind of investment I would have had no more than the amount he invested. Your plan has given me ten times his investment."
—Millicent E. Rugg,
Elstow, Sask.

Canada's Only Scientific Life Assurance Company is Constantly Demonstrating Its Ability to Make Good

First in the Northwest.
Copyright Canada

The Northwestern Life Assurance Company

HEAD OFFICE: - WINNIPEG

H. R. S. McCABE,
Managing Director.

F. O. MABER,
Secretary.

To New Readers

Read The Financial Post Regularly

If you have enjoyed reading this copy of THE FINANCIAL POST, which is outstandingly the Canadian Newspaper for business men and investors, send for a subscription, and note the business benefit you secure through POST Service. Use this form in ordering.

THE FINANCIAL POST OF CANADA,
143-153 University Avenue, Toronto.

..............................1919

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill, or you may draw on me for this.

Name..............................

Address..............................

F. P.

TYPES OF POLICY THAT HAVE THE CALL

Limited Payment Life or Endowment Policy Favored by Men of Moderate Means

By J. B. HALL

Manager, Toronto Branch, Dominion Life Assurance Co.

THE year 1918 was a phenomenal year for life insurance companies in Canada. The volume of new business was very large, particularly in the closing months of the year, while the opening months of 1919 show in a very marked degree a tendency on the part of the public to seek the protection of life insurance. Most companies have experienced a wonderful increase in business.

It is interesting in analyze the business of the year 1919. Just what this analysis would show for the whole of Canada it is impossible for me to say. The city of Toronto particularly interests me.

Just what type of policy is sold depends very greatly on the salesman making the sale, and on the status of the applicant in the business world. As far as the smaller policies are concerned these seem to have been taken out on standard forms, such as the 20-payment life and endowment plans,—the 20-payment life predominating with the average policy at from $1,500 to $2,000. Among this class of insurants the monthly income policy has not proven to be adaptable; the cost of a policy guaranteeing an income of a sufficient amount to be interesting is prohibittive. A modified form of a monthly income policy might, however, prove popular. The idea of a monthly income is very attractive, and arouses the interests of the majority of prospects. It will take some time to bring the public to a full realization of their responsibility in the matter of life insurance and the place it should occupy in the financial plans of any individual. There should be an increase in the sale of income policies.

One tendency at the present time is towards business insurance and towards the increasing of personal protection on the part of business men. The inclinations among this class is towards the limited payment policy or ordinary life policies, and towards policies of substantial amounts. Among older men of financial standing, the ordinary life policy seems to be a popular plan. Policies are taken out for protection only, and very often for business reasons, and the investment feature, which attaches more or less to other plans, does not appeal to this class of insurers.

To sum up—the average man, of moderate income, selects limited payment life or endowment policies—policies carrying an investment feature in addition to protection. The inclination on the part of business men of large income is towards the ordinary life plan. In this class also larger amounts of life insurance are effected than has hitherto been the case. The need of protection on the part of business men is more keenly felt.

It seems to me that in the case of men with large interests it is indicative of sound business judgment when we find them favoring Monthly Income Policies sometimes on the endowment plan. In this way a man can secure for his family complete protection and freedom from investment worries, and at the same time can secure for himself a guaranteed income for old age.

I have noted no appreciable demand for other than participating insurance, and policyholders seem to feel it to be the best policy to allow the surplus on their policies to accumulate with the company, having in mind the automatic paid-up and automatic endowment privileges which most up-to-date policies contain. It seems to me that the temporary attraction which annual dividend policies exercised is on the wane, and that the sound judgment of business men leans towards the accumulation policy which secures to his estate in the event of his death any surplus which may have accumulated.

Life insurance in Canada is coming to its own, and the wonderful service which life insurance companies are able to afford the public is being appreciated as never before. The war and the succeeding epidemic of influenza have made men realize the uncertainty of human life, and has convinced them that the only sure way to make provision for one's family or for one's old age is through the medium of life insurance.

Ontario led all the provinces last year in fire losses. Its total, as incurred by those fire companies operating under Dominion licenses, was $7,500,662. Quebec came second with $4,496,621.

The Western Empire Life Assurance Company

The most striking points in connection with Western Empire Policies, are:

Low Premiums---High Cash Guarantees.

In the event of Total Disability, premiums immediately cease, and the company commences payment to the insured at the rate of $10.00 per month, for each $1,000.00 of the sum assured, during the continuance of the disability. This monthly payment does not reduce the amount of the Policy, which is payable in full at time of death.

The company's ability to promptly meet all claims occasioned by the war and influenza, together with the splendid profits paid to policies which have completed their first five-year dividend period, has appealed to the insuring public, as evidenced by the fact that the company's business has increased more in the first three months of this year than in the first six months of 1918.

See our Agent or write the Head Office for Rates.

HEAD OFFICE: 701 Somerset Block, Winnipeg.

Branch Offices at SASKATOON, SASK., CALGARY, ALTA, VANCOUVER, B.C.

British Northwestern Fire Insurance Company

Head Office - - Winnipeg, Man.

Capital Subscribed - - - - -	$ 594,400.00
Capital Paid Up - - - - - -	244,500.00
Reserves and Surplus - - - -	66,055.00
Surplus as regards Policy-Holders - -	300,555.00

HON. EDWARD BROWN,
President

E. E. HALL,
Vice-President

F. K. FOSTER, Managing Director

The Great-West Life

is noted for the Dividends paid to Policyholders. The following is typical of Dividends being paid this year.

TWENTY-PAYMENT LIFE POLICY FOR $1,000.00

Issued 1899. Matures 1919
Age 30. Premium $30.06

Cash Value at Maturity	$ 801.00
Total Premiums paid	601.20
Excess Return	$ 199.80

The Policyholder was protected by $1,000 Insurance during 20 years and at the end of that period the cash value constituted not only a return of all premiums but in addition a splendid surplus. Such remarkable results are worthy of attention.

Ask for Rates at your own age, and examples of other Maturities

The Great-West Life Assurance Company

HEAD OFFICE - - WINNIPEG

Free Financial Information

THE FINANCIAL POST maintains an Investors' Information Bureau for its subscribers. If you desire special information on any Canadian security or other financial matter, send along your enquiry. Replies are by mail and correspondence is confidential. Enclose stamp for reply.